

VACANCY

# ACCOUNT MANAGER

## OUR CUSTOMERS ARE OUR HEROS

The Account Manager's focus is to generate awareness for the IK-Group Subsea business area. Representing IK-Group in positive lead generation and early sales phase and expanding IK-Group's global footprint. Our sales teams are all about trust, loyalty and integrity.

### MAIN RESPONSIBILITIES

- Plan, schedule and oversee key client communication points
- Book meetings with potential customers for our technical experts
- Collaborate and coordinate with internal operational teams to assist with customer communications
- Gather, report and communicate customer feedback
- Measure, track and analyze key account metrics
- Organize and lead our conference and exhibition participation globally

### QUALIFICATIONS

- Engineering / Technical degree or Business Degree beneficial
- Operational experience and high degree of commercial skills might compensate for formal degree
- Fluent in Norwegian and English

### WORKPLACE

Predominantly at IK-Group, Christian August Thoringsveg 9, Stavanger.

However you may be required to work away from home from time to time as required.

### ABILITIES & SKILLS

- Managing customer relations and identify opportunities
- Customer focused and genuinely dedicated to meet client expectations
- Attitude and skills according to company values
- Ability to build strong relations internally and externally
- Strong communication skills, written and spoken

### IK-GROUP OFFERS

- Exciting tasks in a sometimes hectic work environment
- Good opportunities for both professional and personal development
- Independent working
- Training internally and externally

**For more information about the position, please contact:**

**Business Services Manager** Anette Sorensen  
anette.sorensen@ik-worldwide.com

**Please send your application and CV to**  
job@ik-worldwide.com

IK is an equal opportunities employer. We are actively promoting and celebrating our ambition to create an inclusive working environment. We therefore encourage applicants from all backgrounds and regardless of gender bias, to apply as we continue in our quest for an equal opportunities industry.

**IK-Group**

+ 47 51 44 32 00 • job@ik-world.com

**BRILLIANT ENGINEERING**