



Job Title: Hyundai Jr. Account Manager
Department: Sales
Location: Seoul, Korea
Direct Report: KuHwan Jung(National Sales Leader))

Role Summary

The best NI Account Managers effectively

- gain insights on Value for Customer
- leverage those insights to generate demand
- close business to consistently hit targets and maximize sustainable long-term revenue growth
- build relationships through credibility and trust from repeated customer satisfaction and success.

They inspire Customer, Partner and Internal stakeholders to action and coordinate team activities to achieve co-authored objectives for top accounts. They are responsible for ensuring that customers receive the support they need to achieve long-term success that results in repeat business. AMs regularly apply their technical knowledge to consult with customer engineers and managers, understand their technical and business requirements, and recommend the best selection of NI systems and services that meet their needs.

In this role, the main Account of Hyundai, as well as related Transportation Accounts in the supply chain will be covered. (subject to change)

Key responsibilities

- Consulting with customer engineers and leaders to understand and address their technical and business requirements with the best NI systems and services that meet their needs.
- Managing and closing sales opportunities discovered as a result of account initiatives through collaborations with partners and internal NI resources.
- Networking within assigned accounts to discover and engage new groups, create and sustain valued relationships with customer leadership, and identify new qualified sales opportunities.
- Building a clear picture of potential at the accounts to drive good decisions on priorities within NI.
- Planning and executing account development initiatives to generate demand in identified areas of greatest opportunity.

Key skills

- High motivation and energy to meet many customers and engage to understand how they may relate, what they want to achieve, and what the largest issues they have in achieving it are. (ie fill a SCOPE Map through engagement)
- Ability to research and discover through direct customer engagement, the key customer objectives that will drive their investments, being inputs to the strategy in the account plan.
- Ability to summarize the customer need as Discovery Summaries and get agreement with motivation on moving forward on that need.
- Ability to shape and lead collaborative, cross-functional teams, engaging the right people to support the strategy in the account plan.
- Ability to demonstrate executive leadership internally and externally.

Minimum Requirements for this role would be

- Bachelor's degree in Engineering from an accredited university, or above
- Experience using Salesforce.com to track and forecast account activities
- Native Korean, and proficient in spoken and written English
- A high motivation to learn (curiosity) and high energy to Be Bold, Be Kind and Be a Great Connector.

Preferred

- Trained in CEP with experience of actual application with customers.
- Experience in engagement with Hyundai customers or related subsidiaries and suppliers.
- Understands Key criteria for prioritizing initiatives within an organization and subsequent investment decisions.