



1. 포지션명 (Job Title) : Key Account Manager

2. 세부내용 (Job Description)

사업 부문	필립스 코리아 – SRC (Sleep and Respiratory Care)
직군 및 업무	영업(Sales)
근무 지역	서울
직무 개요	Philips sleep and respiratory care is the leading company in the global home healthcare market. This role will be responsible for the education, sales, and consultative service to new and existing customers, medical professionals, sleep labs and more. Collaborate with groups and individuals to provide products and solutions that give them increased efficiency, higher levels of service, and improved profitability with their customers and patients.
주요 업무	<ul style="list-style-type: none"> • Market, sell, promote, and grow revenue through hands-on sales activities in all product categories in a professional and ethical manner within your assigned territory. • Develop sales plans to identify opportunities within the customer portfolio and formulate sales strategies by identifying the customers’ needs, and handling objections. • Develop and maintain comprehensive clinical and technical product knowledge • Work closely with the Management team in evaluating business conditions and sales trends. • Develop and enhance business relationships through routine consultative customer visits, product demonstrations, educational programs, product in-services, and problem resolution. • Identify and develop new customer base or work to find opportunities to introduce additional Philips solutions to existing customers.
지원 자격	<ul style="list-style-type: none"> • Analytical and communication skills • Sustainable and reliable characteristics • Proactive, dynamic, flexible, open-minded and self-motivator • Ability to initiate, organize and attention to detail • Good communications in English and Korean • Proficient use of MS office

3. 지원 안내

- 지원 기간 : ~ 2018. 6. 27(수)까지
- 지원 방법 : 이메일을 통해 접수(Yunho.kim@philips.com)
 - * Word 또는 PDF로 자유양식의 국문/영문 이력서 작성후, 상기 이메일 주소로 지원하시면 됩니다.
 - * 지원시 메일 제목 양식은 “Key Account Manager_SRC_본인이름”으로 부탁드립니다.
- 채용 전형 : 서류전형 → 면접전형
 - * 서류전형 합격자에 한하여 개별통보 예정이오니, 양해 부탁드립니다.
- 입사 시기 : 7월 중