



KERSTIN KRAASS  
PERSONALBERATUNG  
IM NORDEN

# Key Account Manager, Germany UK based

location:  
Weybridge

salary:  
75.000 €

start:  
02/2021

In 1968, an American entrepreneur and three Norwegian ship owners, created a cruise line to sail the Caribbean. This international cruise company comprises today six distinctive companies that share a vision anchored in excellence and the brands operate 63 ships. The companies have a common passion for creative thinking, innovative engineering and outstanding guest service that drives continuous improvement in everything they do. The entire cruise family is committed to the legacy of hospitality and culture of innovation that is at the core of their guest service, the protection of their natural environment and responsible citizenship in the global community.

**founded in:** 1969 | **employees:** 31.000 | **headquarter:** Miami

## About the role

- The positions fundamental role is to manage a portfolio of agents in the German market primarily made up of cruise specialists, tour operators and homeworkers, influencing a cross functional team to ensure performance is maximized through the development of fully integrated strategic sales and marketing plans to meet and exceed APD, revenue and passenger targets.
- Responsible for profitable account planning
- Develop and implement customer engagement and commitment

## Who you are

- Minimum three years experience at sales account management level
- Fluency in German
- Knowledge of key cruise distribution specialists in the market
- Experience working in large matrix organisations
- Driving license and experience within cruise/travel industry

## What can we offer you?

- A competitive compensation & benefit package, excellent career development opportunities, each offering unique ways to explore the world
- You are based in urban Weybridge with easy access to London
- Journey with us, work with us and succeed with us. Combine your career goals and sense of adventure by joining our exciting team

## PiN

The recruitment process is carried out in collaboration with PiN the recruitment consultant in the North. PiN fits the needs of your business, helps to optimise your human resources operations and finds the best possible talent.

**If you are interested please submit your application and CV as soon as possible. Applications will be processed on an ongoing basis. All inquiries are treated confidentially.**

If you want to learn more about the position please do not hesitate to contact:



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