

»Maybe tomorrow passion will be the ultimate skill.«

Fang

Innovation Management Cooking



Tomorrow is our home.

Enjoy the inspiring environment that enables you to realize your potential at BSH Home Appliances Group: As a leading manufacturer of home appliances and solutions, we improve people's quality of life and enjoy the trust of millions of consumers. Whether it is one of our global brands – Bosch, Siemens, Gaggenau and Neff – or a local brand, they all thrive on the excellence of our teams. Different individuals, united by a common goal, contribute their personal skills and passion. We are determined to empower each one of them. Join us now and give your career a home.

Account Manager (m/f/d)

BSH Kućni aparati, d.o.o. | Full time | Work Mode: Hybrid (on-site/home office) | Permanent position
Belgrade

YOUR RESPONSIBILITIES

Do you enjoy building strong customer partnerships and turning opportunities into results? Join us as an Account Manager and help drive sales growth, strengthen our market position and deliver exceptional value to our customers.

- / Build and maintain strong relationships with key customers, developing long-term partnerships and ensuring customer satisfaction.
- / Drive sales growth and achieve revenue, profitability and market share targets through effective account management and growth initiatives.
- / Negotiate commercial agreements, promotional activities and joint business plans to strengthen customer partnerships and business results.
- / Analyze sales performance, market trends and competitor activities to identify opportunities and recommend growth actions.
- / Collaborate with cross-functional teams and ensure excellent execution, visibility and representation of BSH brands at customer locations.

YOUR BENEFITS

- / Hybrid work model with 40% home office and 60% office-based work, combined with flexible working hours.
- / Starting with 21 days of annual leave, private health insurance and annual health check-ups.
- / Continuous learning through technical and soft skills training and e-learning platforms.
- / Competitive salary package with annual bonus, company car for business and private use, mobile phone and laptop.
- / Access to our company canteen and employee well-being programs.

YOUR PROFILE

- / Bachelor's degree in Economics, Business Administration, Marketing or another relevant field.
- / Experience in Sales, Account Management or Key Account Management, preferably within consumer goods or consumer electronics.
- / Strong negotiation, communication and relationship-building skills with a customer-focused and proactive approach.
- / Analytical mindset with the ability to interpret sales data, market trends and identify business opportunities.
- / Excellent command of Serbian and English, with solid MS Office skills and experience working with CRM systems.

FURTHER INFORMATION

Please visit bsh-group.com/career. We would love to welcome you in our team!

Find a new home for your professional ambitions:

Apply online now

BSH IS AN EQUAL OPPORTUNITY EMPLOYER

At BSH, diversity and inclusion are core values that shape our corporate culture. We appreciate everyone's uniqueness and see the diversity of our employees as key to our success. Regardless of gender, origin, religion, sexual orientation, disability, or age, we wholeheartedly welcome every single application.

Home appliances under the brands:



BOSCH

SIEMENS

GAGGENAU



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