

Zeag USA, Inc. is a provider of innovative solutions in the parking industry for municipalities, universities, airports, parking facility owners and operators. Zeag USA is a wholly-owned subsidiary of Zeag Group, a leading international parking systems company, operating for more than 30 years in the parking industry.

We are headquartered in Bloomington, MN with commercial and technical support facilities throughout the U.S. and have the following exciting opportunity to join our rapidly-expanding team:

Key Accounts Manager

This is a newly-created, Bloomington-based position which will be responsible for preserving existing business and generating new business by creating credibility, building strong, lasting client relationships and earning the client's trust. This position will also be responsible for analyzing and adapting new strategies to react to changing business trends as well as delivering ongoing market analysis and competitor assessments with a focus on the future and value creation.

Minimum qualifications include a bachelor's degree in business management, sales or marketing with five years of account management experience, preferably in the parking industry. Extensive U.S. and occasional overseas travel will be required.

Applicants must possess excellent negotiation and presentation skills, effective verbal and written communication skills, and be able to transform the needs of the client into a realistic project while meeting the client's expectations. Applicants must also be operationally hands-on, well organized, highly motivated, extremely energetic and possess an intimate understanding of what it takes to win in the market.

Qualified candidates may e-mail their resumes to hire.manager@zeagusa.com or fax them to 952-277-3607.