

OE Key Account Manager Tuck & Bus (Hankook Tire Europe) (m/w/d)

Hankook Tire manufactures globally innovative, award-winning radial tires of proven superior quality for passenger cars, light trucks, SUVs, RVs, trucks, and buses as well as motorsports (circuit racing/rallies). Hankook Tire's European Headquarters is located in Neu-Isenburg near Frankfurt am Main in Germany. The manufacturer operates further branches in Czech Republic, France, Germany, Hungary, Italy, the Netherlands, Poland, Russia, Spain, Sweden, Turkey, UK, and Ukraine. Hankook products are sold directly through regional distributors in other local markets. Hankook Tire employs approximately 20,000 people worldwide and is selling its products in over 180 countries. Internationally leading car manufacturers rely on tires made by Hankook for their original equipment. Approximately 30 percent of the company's global sales are generated within the European and CIS-Region. Hankook Tire has been represented in the renowned Dow Jones Sustainability Index World (DJSI World) since 2016.

Hankook Tire Europe GmbH is searching for OE Key Account Manager Tuck & Bus (m/d/f)

Your Tasks:

- Act as the primary contact and “face of Hankook Tire” for EU OEM customers, ensuring smooth communication and responding to their needs.
- Build a deep understanding of OEM clients’ markets, products, and strategies to identify opportunities for new projects and business growth.
- Lead project acquisition and management, ensuring successful product launches and coordination of running changes.
- Negotiate contracts, volumes, and pricing with OEMs while supporting strategic planning for mid- and long-term objectives.
- Establish strong relationships with OEM key decision-makers across purchasing, R&D, engineering, and sales at HQ and regional levels.
- Facilitate export business by connecting OEM sales forces with Hankook’s global teams and support OEM-specific training on products, processes, and tire technology.
- Support Hankook replacement sales teams by sharing market, process, and product expertise to align OEM specifications with fleet sales efforts.
- Oversee project supervision, claim management, and supply/delivery planning while managing PSI and short/long-term volume forecasts.
- Collaborate on customer-specific business plans and align with Hankook’s EU truck and bus tire growth strategy.

Your Profil:

- At least 5 years of experience in TBR OE sales, account management, or a related field; experience in the tire or automotive industry is a plus.
- Familiarity with automotive industry standards, processes, and technical knowledge is desirable.
- Proven track record in expanding business areas, negotiating with clients, and using data to identify trends and develop insights.
- Strong interpersonal, project management, and communication skills, with the ability to collaborate effectively across teams and engage with clients internationally.
- Fluent in business-level English with the flexibility for EU-wide travel, attending client meetings, trade shows, and industry events.

We Offer:

- Become a valued member of our motivated, diverse team.

- Enjoy flexible working hours and 30 days of annual leave.
- Access comprehensive in-house and external training opportunities.
- Receive a daily food voucher for every workday.
- Take advantage of significant discounts on Hankook products.
- Participate in regular team lunches in a relaxed atmosphere.

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Additional information

Location	Neu-Isenburg
Position type	Full-time employee
Start of work	Jan 20, 2025

Responsible

Veronika Schaumberg