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We are looking for you at the earliest possible date as:

## Key Account / Product Manager Ophthalmic Packaging (m/w/d)

### enve print services GmbH

a leading company in the field of packaging solutions for eyeglass lens manufacturers, is currently seeking a highly motivated and experienced Key Account / Product Manager to join our team in Augsburg. As a global market player, we offer a dynamic work environment with opportunities for professional growth and development.

Our motto, "We are quality leaders as creative print service providers," is lived out every day. Respectful interaction, mutual trust, and a constant desire for continuous improvement are the foundation of success for ENVE Print Services GmbH. As an ISO-certified company, we guarantee the highest level of reliability, quality, and innovation.

Are you looking for a new responsible challenge? Do you enjoy working in a collegial work climate with room for creativity and good development opportunities? Are you seeking a full-time position with competitive compensation and attractive benefits?

We offer all the advantages of a medium-sized employer—dedicated and passionate, straightforward, and responsible.

If you are a driven professional with a passion for the lens packaging industry and a desire to contribute to the success of a global company, we would love to hear from you. Please submit your application, including your CV and a cover letter, to [karriere@enve-print.de](mailto:karriere@enve-print.de)

We look forward to reviewing your application, preferably via email, stating your earliest possible starting date.

ENVE is an employer that promotes equal opportunities. ENVE is committed to creating a work environment that is free from discrimination based on gender, race, ethnic origin, religion, sexual orientation, age, disability, or other protected characteristics.

Our goal is to create an inclusive work environment where every employee is equally respected, valued, and supported. We promote diversity and strive to attract and nurture talents from diverse backgrounds.

### **enve print services GmbH**

**Oskar-von-Miller-Straße 1**

**86356 Neusäß**

**Frau Susanne Steidle**

**Tel.: +49 (0)821 4801-124**

**E-Mail: [karriere@enve-print.de](mailto:karriere@enve-print.de)**

**[www.enve-print.de](http://www.enve-print.de)**

### **Responsibilities:**

- Manage key accounts, maintain and develop strong relationships with clients in the Ophthalmic Lens Industry in Europe and beyond.
- Identify and pursue new business opportunities to expand our market presence
- Collaborate with cross-functional teams and Industry partners to develop and launch new lens packaging products
- Conduct market research and analysis to stay up-to-date with industry trends and competitor activities
- Provide technical support and guidance to customers, ensuring their needs are met effectively
- Plan and execute sales strategies to achieve revenue targets
- Hybrid-Remote and Traveling, primarily within Europe but also globally, to meet with clients and attend industry events

### **Requirements:**

- Bachelor's degree in Business Administration, Marketing, or a related field
- Proven experience in key account management and product management, preferably in the lens manufacturing industry or in eye care retail
- Strong interpersonal and communication skills, with the ability to build and maintain relationships with clients
- Excellent problem-solving and analytical abilities
- Self-motivated and results-oriented mindset
- Willingness to travel frequently, both domestically and internationally
- Fluency in English, both written and spoken, German on a provenience level to communicate with both clients and our factory based order managers

At ENVE, we provide all qualified applicants with equal opportunities for employment and development.

ENVE encourages all qualified individuals to apply, regardless of their background or characteristics. Our decisions are based solely on the individual qualifications, skills, and merits of each applicant.

At ENVE we ensure that our personnel decisions and practices comply with applicable laws and regulations relating to protection against discrimination.