



Vacancy

Key Account Lead



Prodrive Technologies designs and manufactures cutting-edge electronics, software, and mechatronic systems that power the modern world. This innovative global organization is looking for a highly commercial Key Account Lead who will strategically manage and strengthen relationships with some of the company's major clients, doubling account revenue growth in the next five years.



Requirements

- Over 10 years of experience
- In B2B Manufacturing and/ or engineering environments
- Experience in solution selling
- And key account management experience
- Strong business acumen and financial understanding
- Technologically savvy

 **Eindhoven**

 **Minimum of 10 years' experience**



About the company

Prodrive Technologies

Prodrive Technologies' mission is to build a future where everyone thrives, where resources are optimized, and where connectivity brings people together. This international company has an unwavering commitment to excellence, continuously striving to create technologies that make the world work even better.

Prodrive Technologies supplies mission-critical modules, selling functionalities rather than components. Their product areas include Embedded Computing Systems, Motion & Mechatronics, Power Conversion Solutions, Controls and Connectivity Solutions, Advanced Cameras, EV Charging Solutions, and Integrated Systems. The company designs and manufactures these products and systems in-house, including all testing and validation.

The company's innovative products have a profound impact on various industries, addressing immediate needs and supporting the broader goals of advancing social, environmental, and economic sustainability. Its focus areas include supporting the advancement of sustainable transportation and charging infrastructure, optimizing semiconductor manufacturing processes, and enhancing medical devices. ▶



In 2023, Prodrive Technologies achieved €500 million in revenue and employed 2,300 FTEs globally, with offices in Eindhoven (NL, HQ), Boston (USA), Suzhou (China), and Tokyo (Japan). The company has a clear commercial agenda to realize growth by rationalizing and focusing its product and client portfolio, improving margins through better pricing and contract renegotiations, setting customers up for success with robust organizational support, fostering a target-based and performance-driven sales culture, and emphasizing talent development and succession planning. ▶





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Key Account Lead

The Key Account Lead (KAL) role is being renewed as part of Prodrive Technologies' ambitious growth strategy. The candidate will play a fundamental role in realizing the company's commercial agenda, strengthening relationships with major international clients, and identifying opportunities for new business and revenue growth. The KAL will oversee major accounts supported by multiple business lines and a significant range of solutions.

The KAL is a strategic partner to Prodrive's clients, aligning its products and services with their current needs and innovation agenda to establish long-term collaborations and build strong relationships up to the executive level. Focusing on achieving commercial excellence, the candidate will ensure the best possible service to the accounts, maximizing quality, lead time, cost performance, bottom-line results, and client satisfaction. Close collaboration and alignment with internal teams and counterparts are essential to set the organization up for success.

This highly visible role reports to and collaborates directly with the Chief Commercial Officer, enabling the candidate to benefit from active coaching and exciting professional growth opportunities within the international company. The organization is matrix structured across five business lines: New Energies (Peblar), Power Conversion, Precision Solutions, Embedded Computer Systems, and Manufacturing Services. Each business line has its own management team and P/L and reports to the Board of Management. The KAL will join the Commercial Leadership team, which is comprised of the business lines' Commercial Directors. ▶

They will work closely with the specialized account managers, product managers, and engineers to serve their accounts. The candidate will also lead a team of Account Managers responsible for operational and tactical support. On the client side, decision-makers in procurement, R&D, and various business disciplines will be key stakeholders.

The KAL is commercially driven, seizing all opportunities to drive revenue growth and improve margins. Detail-oriented and analytically strong, the candidate will develop clear strategies and implement them quickly and effectively with a proactive, hands-on approach.

Prodrive Technologies' solutions bridge today's innovations with the systems of the future. The company offers a dynamic international working environment with a diverse team of young and ambitious individuals passionate about technology. This position is perfect for an entrepreneurial, structured, and highly ambitious individual. [n](#)



Interested?

Prodrive Technologies is working with Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit at stephanie.stuit@topofminds.com.

“The Key Account Leader will not only play a vital role in building strong lasting relationships with our largest clients. Their ideas and experience will help us improve our processes and serve our accounts in the best way possible, taking our commercial capabilities to the next level.”

Erik Zeegers, CCO