



Founded in 1996, Kinematics is the leading provider of critical motion control solutions. From actuation technology to advanced algorithms, controls, and global support, the company provides a total solution that maximizes power production for the solar industry and improves reliability and safety for industrial and satellite applications. Kinematics supplies engineered systems, sensors, software, and services to move mission-critical equipment into precise position. With nearly 800 employees worldwide, the company is headquartered in Phoenix, Arizona, and operates globally with facilities in Asia, Europe, and the Americas.

**JOB TITLE:** Key Account Manager  
**REPORTS TO:** Vice President of Sales, Solar  
**LOCATION:** USA (Remote/Hybrid allowed)  
**QUALIFICATIONS:** 5+ years of sales or key account management experience; solar industry knowledge required.

**RESPONSIBILITIES AND SKILLS:**

**Own and Grow Strategic Customer Relationships:** Develop deep, long-term partnerships with key customers by understanding their business goals, challenges, and decision-making processes. Serve as the primary point of contact and trusted advisor.

**Develop and Execute Account Plans:** Create and maintain detailed account plans that align with both customer objectives and company growth targets. Identify opportunities for cross-selling, upselling, and long-term collaboration.

**Drive Revenue and Forecast Accuracy:** Achieve revenue targets and ensure reliable forecasting through close collaboration with customers and internal teams. Monitor performance against goals and take proactive action to close gaps.

**Coordinate Cross-Functional Delivery:** Lead internal collaboration across sales, operations, product, and finance teams to ensure customer needs are met efficiently and effectively. Advocate for the customer while aligning with company capabilities and priorities.

**Manage Contracts and Commercial Terms:** Negotiate pricing, terms, and agreements in a way that balances customer value with company profitability. Ensure compliance with contract terms and support renewal or renegotiation processes.

**KEY COMPETENCIES:**

**Customer-Centric Mindset:** Demonstrates a deep commitment to understanding and delivering on customer needs. Build strong, trust-based relationships that position the company as a strategic partner—not just a supplier.

**Strategic Thinking:** Able to see the big picture, anticipate customer challenges, and identify opportunities for long-term value creation. Aligns account plans with both customer and company objectives.

**Excellent Communication Skills:** Articulate and persuasive, with the ability to clearly present complex ideas to a range of stakeholders. Strong listening skills to uncover customer priorities and translate them into action.

To apply, email resume to: [Jennifer.cangelosi@gokinematics.com](mailto:Jennifer.cangelosi@gokinematics.com)



**Commercial Acumen:** Understands financial drivers and how to structure deals that deliver mutual value. Comfortable with pricing strategies, contract negotiations, and forecasting revenue impact.

**Results-Oriented Execution:** Owns outcomes and follows through with discipline. Balances long-term relationship building with the urgency of delivering quarterly and annual targets.

**Problem Solving & Resilience:** Thinks creatively to overcome obstacles. Stays composed and constructive under pressure, particularly when managing escalations or navigating change.

**Data-Driven Decision Making:** Leverages data and insights to inform account strategy, track performance, and drive continuous improvement.

**Organizational Agility:** Comfortable navigating complex organizations—both internally and within the customer. Skilled at influencing without authority and managing up, down, and across.

**High Integrity and Professionalism:** Earns trust through transparency, ethical behavior, and consistent delivery. Represents the brand with credibility and confidence.

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