



PR/086921 | Key Account Manager (m / f / d) in Germany

募集職種

人材紹介会社

ジェイエイシーリクルートメントドイツ

求人ID

1534188

業種

その他（商社）

雇用形態

正社員

勤務地

ドイツ

給与

経験考慮の上、応相談

更新日

2025年04月22日 12:10

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

A family-run Japanese company with more than 200 years of history is looking for a Key Account Manager (m/f/d) to oversee and drive sales operations across Germany. The role involves developing sales strategies, managing nationwide sales teams, and expanding market presence

JOB RESPONSIBILITIES

- The main objective of this position is to maintain and build long-term relationships with stores in the region and ensure quality consistency across each individual location.
- Coordinate marketing activities, marketing research, and brand and intellectual property management. This position is responsible for facilitating the delivery of strategic goals through:
 1. Planning and implementing brand and communication strategies.

2. Overseeing the implementation of all communication and brand materials.
3. Supervising the team and evaluating performance; and,
4. Delivering hands on in the area of brand and communication as needed.

This position will report to D/A/CH Manager and assist in team activities including but not limited to:

- Retail sales reporting and analysis.
- Consumer and market research project execution and analysis.
- Review sales forecasts; and,
- Coordinate meetings and arrange samples.
- Participate in Expositions related to the Pet Food Industry.
- Preparation of long-term plans and marketing presentations.
- Development and execution of marketing plans
- Regular evaluation of market and consumer trends.
- Increase standards of customer service.
- Communicate with clients on a regular basis.
- Ensure quality consistency across the region.
- Maximize sales and profitability in the region.
- Conducting annual reviews
- Budget planning and monitoring
- Knowledge and use of the relevant CRM tools

JOB REQUIREMENTS

- Strong work ethic, high energy level, interpersonal skills, motivation and enthusiasm.
- Excellent communication skills and strong commitment.
- Several years of experience in key account management **in the pet food industry** is required
- Willingness to travel within Germany and Europe
- Experience in dealing with distributors and supermarket buyers is a must.
- Proven track record in managing and developing key accounts
- The ability to work independently is essential.
- Bachelor's degree is required. Business degree is a plus.
- Native German equivalency required.
- English business level, intermediate level writing and speaking skill.
- Analytical and strategic mindset coupled with a strong sales orientation

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

会社説明