

## New Valmar – Key Account Manager

### Key Account Manager

After an extensive induction program, you will work independently as a

Key Account Manager from your home office in Germany.

Your main tasks:

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- You will be responsible for supporting existing key customers as well as intensifying and expanding customer contacts in Germany.
- Development of sales and marketing concepts for our main customers in the sales areas of drugstores, food retailing, baby and toy retailers in Germany.
- Independent execution of contract and price negotiations as well as preparation of corresponding offers.
- Independent preparation and implementation of annual appraisals.
- Realization of sales and contribution margin targets as well as implementation of operational sales targets.
- Market observation, organisation and implementation of trade fairs.
- They report directly to the management in Germany and the headquarters of the group of companies in Belgium.
- You have successfully completed a degree, ideally in business administration or a comparable degree, and have gained experience in the areas of sales and marketing.
- You have experience and contacts in the sales areas of drugstores, food retailing, baby and toy retailers in Germany.
- You are attracted to working with a young, internationally oriented team and are able to conduct business correspondence in English.
- You like to travel and are in possession of a class B driver's license.
- You have very good PC skills in the context of MS Office as well as image editing and layout programs.
- You are flexible, creative, committed and have extraordinary organizational skills.

We offer you a practice-oriented, varied and responsible area of responsibility with a lot of creative freedom : no day is the same. You work alongside an international dream team. Training opportunities are provided so you can unleash your full potential. Additionally, you enjoy a competitive salary, flexible working hours, and a comprehensive range of fringe benefits.

