



**CAMPBELL & PARTNERS**  
EUROPEAN RECRUITMENT CONSULTANTS

**Ref:** AW/1312

## **KEY ACCOUNT MANAGER (R)ETAIL**

### **Client:**

A global innovator in the consumer goods sector. We are now looking to enhance the retail division at Central European HQ with this key position.

**Location:** Munich area

### **Responsibilities:**

- product sales within the retail and e-tail channels Germany
- achievement of quantitative and qualitative goals
- customer negotiations and relationship management
- planning of monthly turnover targets
- preparation of product forecasts
- driving promotional activities, ROI analysis, budgeting etc
- definition of the website presence
- market and pricing benchmarking
- supporting category management
- regular reporting
- clearing overdues and dealing with customer claims

### **Requirements:**

- a dynamic individual with entrepreneurial flair
- university degree or equivalent
- up to 5 years' experience in e-tail
- very good English
- first-class presentation and analytical skills
- communicative and sure of your own ability
- a team player
- willing to travel

**Please e-mail your application to: [first@campbell.de](mailto:first@campbell.de)**