



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref No: AW/1357

KEY ACCOUNT MANAGER WHOLESALE

Client:

One of the world's most recognizable brands. The international success of this global leader is based on both the development of creative ideas and a highly professional sales and marketing strategy. For the German organization, we are now looking for a passionate sales person to join our client and assume responsibility for Southern Germany.

Location: Home Office

Responsibilities:

- development and maintenance of existing customer relationships
- driving sales targets and executing promotions and new product introductions in close cooperation with field sales
- further development of the channel strategy
- market, competitive and customer -profitability analysis
- identification of relevant sales drivers
- budget control
- new business development

Requirements:

- a university degree in business, marketing or similar
- at least 5 years' sales experience in the FMCG sector
- customer-focused
- first-class presentation, negotiation and interpersonal skills
- IT literate: MS-Office and SAP
- strong analytical ability and commercial acumen
- fluent in German and English

Please e-mail your application to: first@campbell.de