



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref: JS/1333

KEY ACCOUNT MANAGER eCOMMERCE

Client:

One of the world's most recognizable brands. The international success of this US global leader is based on both the development of creative ideas and a highly professional sales and marketing strategy. We are now looking to enhance the sales department of the German subsidiary.

Location: near Frankfurt

Responsibilities:

- development of eCommerce customer budgets to reach targets set
- customer relationship management
- provision of support re annual trade negotiations
- proactive input into issues such as eContent and Search
- close liaison with other departments such as Marketing
- recommendation of ways to increase sales and optimize product portfolio and promotional activities
- competitive benchmarking

Requirements:

- a marketing, sales or economics graduate
- a minimum of 3 years' relevant experience in eCommerce
- analytically skilled and able to present complex issues in a concise manner
- a convincing team player with strong organizational and communication skills
- keen to work in and develop the digital arena
- excellent English

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