

Jet Import – Key Account Manager- Retail & Impulse

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As a Key Account Manager you are part of the Off-Trade department and you are jointly responsible for the commercial expansion and follow-up of our customer base at Red Bull and the launch and development of new brands in close collaboration with the Senior Key Account Manager.

You are responsible for:

- Preparation and follow-up of the negotiations of the cooperation agreements
- Following up a promotion and action plan for each of your customers
- Converting the promotion plan into concrete to-do's for the field team in collaboration with the Field Manager Participating in the drafting of the annual business plan for the brands, taking into account the objectives of the brand owners, the evolution of the market and the internal objectives of Jet Import
- Developing professional long-term relationships with your customers
- Detecting new markets and analyzing and drafting commercial actions and sales targets
- Gaining relevant market knowledge by actively entering the market and by scheduling duo visits with the representatives
- A correct flow of information. You act as a contact person between Jet Import and the customer and you form a bridge, so to speak, between the various internal departments and the customer

YOUR PROFILE

- You have a Master's degree, preferably in an economic direction
- You have a successful work experience (minimum 2 to 3 years) within sales, preferably FMCG
- You speak and write perfect Dutch and French and have a good knowledge of English
- You are hands-on, proactive, have a sense of initiative
- You are easily communicative, inspiring and convincing to your customers
- You are analytical and dynamic You are sales and result oriented

WHAT'S IN IT FOR YOU

You will end up in a professional environment where your enthusiastic colleagues provide a pleasant working atmosphere and lots of energy. Your entrepreneurial spirit opens up many opportunities in various fast-growing markets. Working for top brands also gives you a real kick. We offer you real career opportunities within an open company culture. Your efforts are rewarded with an attractive salary, a company car, and other fringe benefits.

<http://www.jetimport.be/nl>

