

Key Account Manager (Bakery and Confectionary industry)

Our client is one of the European leaders in the industrial foods area, delivering bespoke food ingredients to the food industry with a high degree of customization. In order to strengthen its sales team in the Czech Republic it is looking for a Key Account Manager with a focus on the Bakery and the Confectionary industries.

Mission

Manage the existing industrial Bakery and Confectionary business of our client with manufacturers and wholesalers in the Czech Republic.

Secure existing business.

Analyze and optimize current customers portfolios.

Seek opportunities for profitable growth with current customers.

Make sure invoices are paid according to schedule (customer selection, invoice control).

Acquire new customers, focus on manufacturers.

Analyze customer requirements versus production and development capabilities.

Develop product portfolio to suit customers requirements.

Commercial and P&L responsibility.

Control and optimise customer profitability.

Control and optimise product profitability.

Move portfolios and products to the highest profitability.

Translate customers requirements into product development to enable customised product development, accounting for product quality and production capabilities.

Understand the customers technical setup and processes.

Understand the company's technical capabilities.

Understand the customer positioning on the market and its marketing approach to proactively offer new products.

Bring technical input into the development department.

Support the company's own technical development through inherent technical skills.

Propose new or different ways of conducting business ("out of the box" thinking).

Profile

Minimum 2 to 3 years sales experience in the bakery or confectionary ingredients business with an ingredient manufacturer or an ingredient importer.

Good personal relations with the decision makers within potential Key Accounts either/or in development or purchasing.

Prior experience in bakery operations or the confectionary industry is required.

Further education in food or bakery technology is mandatory to be able to perform the mission above.

English language is mandatory (German language would be welcome).

Interested applicants are invited to email their motivation letter and full CV to: Philippe Riboton, HR Partners, Thunovska 12, 118 00 Prague 1, Czech Republic, philippe.riboton@hrpartners.cz, tel: (420) 220 400 128, fax: (420) 220 400 123, www.hrpartners.cz.