KAM – FRANCE (RESPONSABLE GRANDS COMPTES)

Company Description

At Angulas Aguinaga we are committed to innovate behind all our brands: La Gula® del Norte, Krissia®, Aguinamar®, Topin®, Riunione®. We offer consumers new and better solutions that improve consumer experience behind high quality seafood products that are simple and easy to prepare. To achieve this, we have a large team of highly qualified professionals who strive to innovate and improve the quality of our products, adapting them to the needs of the market and consumers. We believe in teamwork and we are committed to the wellbeing and professional development of all our employees. We now have an exciting opportunity to join our team!

Information

📅 Deadline: 2021-01-31
🗂 Category: Business
🚩 Province: France
🌐 Country: France

Company

ANGULAS AGUINAGA

Main functions, requisites & benefits

Main functions

To develop a customer strategy and tactical plan and ensure that this plan is in line with corporate commercial strategy (volumes, contribution, discount level...). To execute customers strategy and tactical plan; presentation, negotiation and implementation of targeted plans for range, shelf space, promotions, pricing, etc... To achieve volume/profit goals. To deliver KPIs and provide desired level of forecasting and updated budget. To develop a productive relationship with the customer.

Requisites

Bachelor's Degree. 5+ years of commercial experience in strategic role (national or regional key account management) with a track record of growing the business in France. Experience in FMCG within a multinational/international environment. Food industry experience preferred. English, French and Spanish proficiency required. Leadership capabilities. Self starter who can make immediate impact internally and build strong networks. Critical thinking and ability to propose new alternatives and to manage uncertainty. Ability to travel as needed. The candidate will be located in the Basque Country or France, but is expected to TRAVEL REGULARLY.