

Company Description

Innovación, compromiso y calidad son las características que han llevado a ANGULAS AGUINAGA a ser un referente dentro del sector de la alimentación y líder en innovación a nivel nacional y europeo. Trabajamos para que todas las personas tengan proyección profesional dentro de la compañía y que nuestro crecimiento suponga también crecimiento personal y profesional para todos los miembros que conforman el equipo de ANGULAS AGUINAGA. Te ofrecemos la oportunidad de formar parte de un equipo joven, dinámico, innovador y entusiasta, en una empresa de más de 400 personas comprometidas con un proyecto común.

Information

 Deadline: 2021-07-14
 Category: Business
 Province: Gipuzkoa

 Country: Basque Country
 City: Irura

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.

