



Orangina Schweppes Belgium

Our specificity and our uniqueness lie on our history, which is based on our strong local roots and brands, while being part of the inspiring Suntory Japanese culture.

Our specific 'Yatte Minahare/Go for it' way of thinking is our driving force, boosting our bold ambition to revolutionize drinking!

Our brands: Schweppes, Oasis, Orangina, Gini, Dr Pepper, Canada dry, Riqles & Pulco

Key Account Manager (Netherlands & Belgium)

Orangina Schweppes is seeking an outgoing, experienced and dedicated Key account manager with a **Passion for developing powerful business relationships** and an instinct for adding value!

As Key Account Manager, based in Amsterdam, your objective is to develop and implement the sales strategy for our Key Customers in Belgium and Netherlands in alignment with the company's strategic objectives.

The role requires close cross functional interactions with trade marketing, marketing, logistics and finance.

Your responsibilities

Reporting directly to the Sales Director Benelux, your key responsibilities are:

- Build a long term partnership with our key customers (Albert Heijn NL & BE, Jumbo, ...)
- Manage customers negotiations aligned with the commercial strategy and customers trading terms
- Negotiate purchase consumptions in order to meet and even go beyond objectives
- Achieve strategic objectives per customer for Belgium and Netherlands
- Set up promotional strategy for each customer and follow-up execution of promotions plans: collections, selections etc.
- Develop customers new products launch plans and ensure successful implementation
- Implement and manage category strategy per customer
- Identify opportunities for efficiency and profitability and overall improvement in account management of the account
- Forecast accurately customers' needs

Profile

- **Master** or equivalent by experience
- **Minimum of 7-8** years of experiences
- **Bilingual Dutch and English. French is an asset.**
- A successful experience in negotiation as Key Account Manager in the FMCG in Netherlands
- Capable of building strong relationships and influencing customers
- Excellent understanding of sales and marketing strategy and planning issues
- Analytical skills with ability to develop strategies, implementation and provide recommendations

Our offer

- An attractive salary package incl. Company Car
- Multiples career opportunities incl. international mobility
- Development programs & coaching



READY FOR A NEW CHALLENGE?

Interested to work for Orangina Schweppes? Please send your resume and a covering letter to **Gatienne DUBOIS**, HR Business Partner at OSB.Recruitment@suntory.com. You want to know more about us, visit our websites: <http://www.oranginaschweppes.be/fr> & <http://www.suntory.com/>