

Key Account Director Beverages (H/F)

OPPORTUNITY

The Key account Director beverage manages defined key customer account(s) to deliver budgeted sales and margins for complete Sidel portfolio, with a focus on equipment sales. He/She develops and implements a focused and coherent sales and service strategy for the short, medium and long term, efficiently utilizing all functions as needed.

MISSION

Key account director :

- Is accountable for meeting budgeted equipment sales and margin for the defined KA
- Establish strong relationships with assigned KA by building a network of contacts within their organization
- Identifies market potential for assigned KA and develop strategic and tactical sales plan accordingly
- Negotiates and issue price lists
- Presents quotes in line with commercial policy
- Maintains and clean up-to-date sales pipeline in the SDWH
- Manages Master agreement contract process from beginning to end
- Oversees the execution of the project and maintain customer contact
- Ensures proper and timely resolution of major claims or legal issues at the defines KA, in Sidel's best interests.
- Initiates KA product development strategies (short and long term) through the product development plan
- Communicates innovation and strategic activity through value creation days, seminars and tradeshow

PROFILE

Education and Diploma

- Bachelor Degree or equivalent
- Proficient level of English

Experience and skills

- Mini 5 years experience as AM
- Good Communication and presentation skills
- Negotiation skills
- Ability to travel

CONTACT

Please send your resume to : **Ingrid Chaume – VP HR ECA – ingrid.chaume@sidel.com**