

# KEY ACCOUNT NESTLÉ FOOD

## GEBOCERMEX COMPANY:

Gebo Cermex works in partnership with Sidel as part of The Sidel Group. Together, we are a leading provider of equipment and services for packaging liquid, food, home and personal care products in PET, can, glass and other materials.

With over 37,000 machines installed in more than 190 countries, we have nearly 170 years of proven experience, with a strong focus on advanced systems, line engineering and innovation. Our 5,000+ employees worldwide are passionate about providing complete solutions that fulfil customer needs and boost the **performance** of their lines, products and businesses.

Delivering this level of performance requires that we continuously **understand** our customers' challenges and commit to meeting their unique goals. We do this through dialogue, and by understanding the needs of their markets, production and value chains. We complement this by applying our strong technical knowledge and smart data analytics to support maximum lifetime productivity to its full potential.

We call it **Performance through Understanding**.

Find out more at [www.gebocermex.com](http://www.gebocermex.com)

We are looking for an Account Manager for the South East Europe

## MISSION:

Develop sales and market share with assigned Global Key Account (GKA). Develop commercial strategy and conditions for assigned GKA. Understand customer needs and prepare the offering to be delivered locally. Coordinate activities in relation to the assigned GKA worldwide.

Main responsibilities:

- Create and update business plan for the assigned GKA
- Ensure contracts at GKA are properly implemented (timelines, quality, installation)
- Ensure quotes are in line with commercial policy
- Participate in key project negotiations, negotiate and issue price list for the account
- Develop promotional actions for GKA (innovation, seminars, communications)
- Cooperate with relevant stakeholders to solve issues
- Represent GKA requests about product development (short and long term) to Product Divisions and inform the Product Development plan
- Provide recommendations with regards to major claims or legal issues at GKA
- Develop Account Managers' expertise

## PROFILE :

**Education:** Engineer Degree / Industrial Engineer (specializing in mechanics is a plus).

Experience in sales of industrial products (experience in packaging equipment would be appreciated).

## Competencies:

- Native or fluent in French, English.
- Spanish would be a plus
- Experience in working in an international environment and a complex organization.
- Autonomous with excellent ability to face changes and new situations, rigorous and organized.
- Experience in Food, Home and Personal care industries / packaging industry appreciated
- Team spirit ability in handling several projects together and coordinate local organization with Gebo Cermex production plants, strong willingness to achieve challenges.
- High level of customer orientation.
- Able to work with all different hierarchies including top management.
- High willingness to travel.

## CONTACT :

Envoyer votre CV et lettre de motivation à Agathe PUTOIS : [recrutement@gebocermex.com](mailto:recrutement@gebocermex.com)