

# Key account Manager

## About Albea & the Product line that is recruiting

Albéa is a world leader in beauty, personal care, oral care, pharmaceutical and food packaging. Albéa Gennevilliers is home to our global headquarters.

## Scope

This Position report to the Global Account Director for the Account and will be responsible a part of the European portfolio of the customer

## Main activities

- Build and deploy a strong action plan to reach Albéa's ambition for the given portfolio.
- Develop a strong network and good relationship with the customer and innovate in the relationship
- Continuously improve customer experience, and customer satisfaction
- Develop a strong internal coordination and efficient governance with Operations (Customer Service, Supply Chain, NPD, Innovations, Quality, Pricing, Revenue Management/Sales Excellence, Purchasing teams, Legal, CSR and Regulatory Affairs)
- Identify and capture new growth opportunities in proactively promoting Albéa product and services.
- Follow-up New developments/ projects
- Promote Albéa CSR image and promote our CSR Offer
- Implement Revenue Management / business agreement best practices
- Review business KPIs on a monthly basis Business
- When required lead the RFQ/bid process with all the appropriate internal stakeholders (Pricing, development teams and plants)

## Accountability including KPIs

- Guarantee a profitable growth on his/her scope
- Guarantee customer's satisfaction
- Guarantees the improvement Albéa reputation in the eyes of the customer by an effective communication, appropriate offers to address implicit and explicit needs

## Profile (Experience & qualifications)

- Ideally 5 to 10 years experience in Sales in a manufacturing environment, ideally FMCG, with complex negotiations with customers, integrating multiple dimensions (price, investment, level of service...)
- 'Post-graduated - Master 2 degree
- 'Strong project management skills & Marketing experience would be a plus.
- 'Ability to understand customer needs and to translate it internally
- Fluent in English and French
- Ability to evolve into a matrix environment

## FUNCTION

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Sales - Marketing

## LOCATION

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Gennevilliers (92)

## APPLICATION EMAIL ADRESS

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jobs.gennevilliers@albea-group.com

## TYPE OF CONTRACT

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Permanent

## DESCRIPTION

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Responsible for managing one of Albéa Global Account to build an action plan to reach ambition, build relationships and ensure customer satisfaction and growth.