

Key Account Manager H/F

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

- Reports to Sales Manager France
- Responsible for French customers for Tube (plastic and laminate), for a turnover of 5 to 8M€

Main activities

- Manage the needs of the customers to meet the objectives of the company's business plans and strategies
- Develop and /or maintain and improve business relations with all the customers in the region
- Provide an annual sales plan and quarterly updates, revisions and modifications to the plan
- Coordinate the specific objectives of the sales plan with all groups of the company and, most specifically, with Supply Chain, Manufacturing (Industrial) and Finance, ensuring that communication and flow of information is consistent
- Seek out and target new customers and new sales opportunities in the region, initiate action plans to approach and secure new business

Accountability including KPIs

- Guarantees to maintain and grow the business, reach sales performance target on both volume and profitability
- Guarantee a good sales service, continuously improve customer satisfaction
- Guarantee that Albea key performance factors, such as profit, working capital, overdue, etc. are maintained and improved
- Lead the RFQ/bid process with all the appropriate internal stakeholders (Pricing, development teams and plants)
- Closely follow-up project activities with New Product Development teams and pro-actively identify cost deviation
- Maintain a good customer relationship

Profile (Experience & qualifications)

- Bachelor's Degree or above
- 5 to 10 years or more Sales/Account Management experience
- Packaging experience will be a strong advantage.
- Proficient in Microsoft Excel, Word and PowerPoint.
- Fluent in French & English
- Strong project management skills especially for the coordination with the plants.

FUNCTION

Sales - Marketing

LOCATION

Gennevilliers (92)

APPLICATION EMAIL ADRESS

jobs.gennevilliers@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Responsible for acquiring new customers & developing current customers through a deep understanding of key their needs and requirements. Negotiate the offer & ensure customer satisfaction