

## Key Account Manager

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Company: Coca-Cola Hellenic Bottling Company

Location: Poland

Category: other-general

Poland Poland Sales Hybrid Leaders

### KEY RESPONSIBILITIES:

Driving sales and profit goals of Coca-Cola HBC business in **Modern Trade** Channel

Running business negotiations with Key Accounts

Managing and executing promotional calendar & marketing campaigns

Working closely with Category Managers and Trade Marketing in order to provide insights on customer shopping trends

Working closely with Demand Planning & Logistics to ensure smooth order fulfillment

Daily providing analysis such as weekly/monthly sales

### ARE THESE YOUR SECRET INGREDIENTS?

Higher Education is a must

Minimum 2 years of experience in managing FMCG Key Accounts

Microsoft applications (Office, Excel, Word, Power Point)

Fluent English (B2) in reading, writing and speaking is a must

Car Driver's License category B

Good prioritizing, time management, communication and influencing skills.

Understands the business and link between different business areas in organization

Relationship building for supporting individual performance and enabling results

Ability to read the situation and understand priorities

**Experience in managing Modern Trade Customers is necessary**

### **Benefits**

Additional days off Company car Company phone Development opportunities Discounts Meal ticket Work with iconic brands

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