

## National Key Account Manager

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Company: AkzoNobel

Location: Poland

Category: other-general

We supply the sustainable and innovative paints and coatings that our customers, communities – and the environment – are increasingly relying on. Our world class portfolio of brands – including Dulux, International, Sikkens and Interpon – is trusted by customers around the globe. We're active in more than countries and have set our sights on becoming the global industry leader. It's what you'd expect from a pioneering paints company that's committed to science-based targets and is taking genuine action to address globally relevant challenges and protect future generations.

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### **Job purpose**

Deliver sales targets including sell-in, sell-out, off-take and market share,

Manage Key Accounts LSO in all areas of activity – sales, new listings,

Manage NPD process, product portfolio and products' lifecycle,

Recommend strategy for each Key Account and implement the agreed action plan,

Negotiate Trade Terms & other contracts with Key Accounts,

Manage team of reports and indirect reports, develop team in area of professional competence and skills.

### **Key responsibilities**

Ensure sales targets are achieved for each Key Account,

Set up and implement account plan for each Key Account,

Develop and maintain business relationships with Key Accounts, both at central level and local level,

Manage AkzoNobel shares in LSO market and at each Key Account by actions focused on portfolio management and NPIs,

Set up sales support actions including promotions, merchandising activities,

Work out alignment between AkzoNobel's strategy and the customer's strategy, taking into account the GSV, NSV to be achieved, sales margin, account receivables and others,

Execute agreed contract with each Key Account within the agreed provisions, guidelines and timing,

Manage team of reports, ensuring that sales results are achieved and corporate policies are respected and fulfilled.

### **Requirements**

University Graduate/Higher education,

Min. 5 years of experience in Sales Team management and Key Account management,

Fluency in English and Polish,

Driving license "B",

No criminal record,

Mobile and willing to work across country,

Able to work under stressful conditions,

High analytical skills,

Computer skills (SAP, reports, BI, other),

High negotiation skills,

Team and task oriented.

## We offer

Performance bonus,

Referral Program,

LuxMed Health Care, Multisport Membership, Additional Insurance,

Learning Cafeteria (incl. Percipio),

CSR Initiatives,

Hybrid model of work in a great, vibrant atmosphere in our modern office.

At AkzoNobel we are highly committed to ensuring an inclusive and respectful workplace where all employees can be their best self. We strive to embrace diversity in a context of tolerance. Our talent acquisition process plays an integral part in this journey, as setting the foundations for a diverse environment. For this reason we train and educate on the implications of our Unconscious Bias in order for our TA and hiring managers to be mindful of them and take corrective actions when applicable. In our organization, all qualified applicants receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age or disability.

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