

Regional Key Account Manager (Amcor) (m/f/d)

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Company: Hays

Location: Denmark

Category: other-general

Regional Key Account Manager (Amcor)

(m/f/d)

Permanent employment with our customer Denmark Start date: asap Reference number: 731827/1

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About the company

Amcor is a global leader in packaging with complex matrix organization. Therefore, the decision-making process can in some cases be slow and bureaucratic, but it also allows cross-collaboration between departments. Highly financially oriented company with strong focus on delivering results.

Your responsibilities

Manage a key account to maximize revenues and profitability; monitor and report on critical KPI's

Identify comprehensive understanding of customer needs both long term and short term

Maintain and build strong relationships with key decision makers of assigned accounts. Identify key decision makers and influencers beyond purchasing (total enterprise) and craft relationship map to ensure strategic and tactical alignment

Keep business plans and customer strategy up to date at all times

Align cross-functionally with customer to agree on innovation paths

Orchestrate and lead key business negotiations

Monitor business performance against target - both volume and margin and coordinate corrective actions to sales programs, if necessary, to achieve target commitments

Coordinate corrective actions to sales and marketing programs, if necessary, to achieve target commitments

Collaborate closely with R&D, Marketing and Operations to ensure account strategies are implemented

Collaborate closely with Operations and Supply Chain to ensure account demand accuracy by monitoring and analyzing data

Use knowledge of customer daily operations & challenges to identify opportunities to grow the account

Organize & prepare quarterly account reviews with the customer

Promote and actively drive use of , PMDB, ANPos and other aspects of ValuePlus

Your profile

A degree within Sales, Engineering, MBA, or other relevant fields.

Several years of experience in working in a large-scale B2B environment with a strong sales talent and drive to sell.

Relevant industry experience in sales (preferably from packaging, packaging machine or meat industry).

Proven track record of successful sales growth and profitability.

Demonstrate excellent project/process management skills.

Fluency in English. Fluent Danish is considered as an asset but not limiting factor.

Ability to translate the strategy into actionable plans.

Customer and result oriented.

Strong negotiation and decision-making skills, and the ability to get things done.

Strong ability to monitor business analysis (data crunching, pricing, margin management, KPI) with the use of various tools.

Ability to interact with a wide variety of stakeholders and externally, with a good understanding of a matrix organization.

Ability to quickly orientate across complex structure & matrix organization.

Ability to quickly adapt to changing industry dynamics and redirecting efforts.

An understanding of brand customers and what drives their development.

Ability to drive growth in the area

Your benefits

Company car (also required for the position)

Pension scheme

Mobile phone for free

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