

Senior Key Account Manager, Denmark Retail

[Apply Now](#)

Company: The Kraft Heinz Company

Location: Denmark

Category: other-general

Description

Our Company & the Nordics

The Kraft Heinz Company is one of the largest food and beverage companies in the world, with eight \$1+ billion brands and global sales of approximately \$25 billion. We're a globally trusted producer of high-quality, great-tasting, and nutritious foods for over 150 years. Our brands are truly global, with products produced and marketed in over 40 countries. These beloved products include condiments and sauces, cheese and dairy, meals, meats, refreshment beverages, coffee, infant nutrition products, and numerous other grocery products in a portfolio of more than 200 legacy and emerging brands.

No matter the brand, we're united under one vision **to make life delicious**. Bringing this vision to life is our team of 39,000+ food lovers, creative thinkers, and high performers worldwide. Together, we stand committed to responsible, sustainable practices that extend to every facet of our business, our consumers, and our communities. Every day, we're transforming the food industry with bold thinking and unprecedented results – guided by our 6 core values: We are consumer-obsessed; We dare to do better every day; We champion great people; We demand diversity; We do the right thing; We own it.

Nordics is a key growth engine within Kraft Heinz and consists of five markets (SWE, FI, NO, DK, ICE). Having doubled the business in the last 4 years, an ambitious growth strategy has been set which is supported by increased investments. To deliver this we have put together an exceptional team and are now looking for a new top talent.

About the Position

We have an excellent opportunity available for an experienced **Senior Key Account Manager** to join our local office in Roskilde and make a difference at Kraft Heinz Nordics.

The Senior Key Account Manager lies within the Danish retail organisation and is part of the Nordic business unit. You will report into Head of Sales, Denmark Retail. Get ready for a lot of exposure to external and internal senior stakeholders. You will have P&L responsibility and craft the Retailer strategy, encompassing portfolio, customers, and category management.

You'll be working in a high performing, dynamic and collaborative team. A team that is dedicated to continuous improvement and achieving stellar results, all while enjoying the journey

In brief, you will be responsible for:

Own customer P&L for largest Danish retailers worth over \$20m

Develop and execute customer strategies aligned with our growth objectives

Maintain and extend customer relationships

Forecasting and budgeting

Drive sales conferences with Field Sales

Qualifications & Experience

+5 years' experience in FMCG Sales or commercial

Bachelor's Degree required (preferably in Business or Marketing)

Highly numerate and strategic thinking with the ability to analyse market, customers, category and financial data to identify key trends and recommend solutions

Strong negotiation, analytical, presentation, and communication skills

Strong key stakeholder management skills (both external and internal)

Language skills fluent in Danish and English, both written and oral

Other skills: Proficiency in MS Excel and PowerPoint

Experience with Nielsen or other insights platforms and retailer shopper insight platforms

Professional Attributes

Commercial Sense. You're always seeking for opportunities to expand your business

Analytical. We're a very data driven company. You know how to translate complex data into a simple solution with your analytical mindset

Result driven. You don't only focus on your own results, but always do what's best for the company

Ability to Simplify. We like to keep it simple. And to execute fast. Your ability to simplify will be highly appreciated, when you provide simple solutions dealing with complex challenges

Key stakeholder management you are good at key stakeholder management both within Nordics, but also others from the organization

Curiosity, positivity, resilience & enthusiasm. You're curious, positive, and enthusiastic. You are a team player

What We Offer You

At Kraft Heinz, we're not afraid to think differently. Embrace new ideas. Dream big. It all comes down to the way we empower our people to own their work. It's true Our employees are what makes us successful. As part of the Kraft Heinz family, you're supported to grow and achieve and will be recognized and rewarded for outstanding performance at every level. You're given the opportunity to leave your mark and build legacies. But you won't do it alone. This is where our values and teamwork thrive, and collaborative spirit fuels every day.

An ambitious employer; we only want to the best for our people!

Trainings and coaching to help develop your skills and behaviours

A career track like only few other companies can match

Flexible and hybrid working approach (3 from the office or with customers / 2 from home)

Family-friendly and inclusive work environment

Competitive benefits package to support mental, physical, financial and social well-being

A competitive salary and excellent bonus structure (above market)

Always room for new ideas; if you have a good idea, please let us know, and we can set it in action!

LocationRoskilde, Denmark

Location(s)

Homebased - Denmark

[Apply Now](#)

Cross References and Citations:

1. Senior Key Account Manager, Denmark Retail [Indiajobscentral](#) [Jobs Denmark](#) [Indiajobscentral](#) ↗
2. Senior Key Account Manager, Denmark Retail [Newzealandjobs](#) [Jobs Denmark](#) [Newzealandjobs](#) ↗
3. Senior Key Account Manager, Denmark Retail [Appdeveloperjobs](#) [Jobs Denmark](#) [Appdeveloperjobs](#) ↗
4. Senior Key Account Manager, Denmark Retail [Minejobs](#) [Jobs Denmark](#) [Minejobs](#) ↗
5. Senior Key Account Manager, Denmark Retail [Phpjobs](#) [Jobs Denmark](#) [Phpjobs](#) ↗
6. Senior Key Account Manager, Denmark Retail [Scrumjobs](#) [Jobs Denmark](#) [Scrumjobs](#) ↗
7. Senior Key Account Manager, Denmark Retail [Warsawjobs](#) [Jobs Denmark](#) [Warsawjobs](#) ↗
8. Senior Key Account Manager, Denmark Retail [Medicalassistantjobs](#) [Jobs Denmark](#) [Medicalassistantjobs](#) ↗
9. Senior Key Account Manager, Denmark Retail [Androidjobs](#) [Jobs Denmark](#) [Androidjobs](#) ↗
10. Senior Key Account Manager, Denmark Retail [Dairyjobs](#) [Jobs Denmark](#) [Dairyjobs](#) ↗
11. Senior Key Account Manager, Denmark Retail [Turkeyjobs](#) [Jobs Denmark](#) [Turkeyjobs](#) ↗

12. Senior Key Account Manager, Denmark RetailGardeningjobsJobs Denmark Gardeningjobs ↗
13. Senior Key Account Manager, Denmark RetailHoustonjobsJobs Denmark Houstonjobs ↗
14. Senior Key Account Manager, Denmark RetailLosangelesjobs Jobs Denmark Losangelesjobs ↗
15. Senior Key Account Manager, Denmark RetailBarcelonajobs Jobs Denmark Barcelonajobs ↗
16. Senior Key Account Manager, Denmark Retaillexpertini Jobs Denmark lexpertini ↗
17. Senior Key Account Manager, Denmark RetailSecurityguardjobs Jobs Denmark Securityguardjobs ↗
18. Senior Key Account Manager, Denmark RetailSearchnzjobs Jobs Denmark Searchnzjobs ↗
19. Senior key account manager, denmark retail Jobs Denmark ↗
20. AMP Version of Senior key account manager, denmark retail ↗
21. Senior key account manager, denmark retail Denmark Jobs ↗
22. Senior key account manager, denmark retail JobsDenmark ↗
23. Senior key account manager, denmark retail Job Search ↗
24. Senior key account manager, denmark retail Search ↗
25. Senior key account manager, denmark retail Find Jobs ↗

Source:<https://dk.expertini.com/jobs/job/senior-key-account-manager-denmark-retail-denmark-the-kraft-heinz-comp-8610566b3b/>

Generated on: 2024-05-03 by Expertini.Com