

Our client, a well-known Belgian company in the **agri-food industry**, has specialised in dairy products for several decades. Located in the Braine-l'Alleud region, it combines tradition and innovation to offer **high-quality products**.

A major player in its field, our client is founded on values such as **quality, innovation** and **sustainability**.

To support their growth, we are looking for a:

Key Account Manager (M/F)

RESPONSIBILITIES

As a Key Account Manager, you will oversee a wide portfolio of existing customers, including at least one of the company's Top 3 accounts. You report to the Sales Director Belux.

As a Key Account Manager, you will oversee a wide portfolio of existing customers, including at least one of the company's Top 3 accounts.

Your main responsibilities are:

- Negotiate annual agreements and ensuring seamless commercial collaboration throughout the year.
- Influence customers by presenting fact-based solutions that deliver mutual benefits for both the customer and the company.
- Manage customer P&L, ensuring profitability and sustainable growth.
- Collaborate with the Category Manager to provide customers with insights and recommendations for category growth, while sharing feedback and proposing tailored solutions.
- Facilitate effective communication with internal departments such as Finance, Supply Chain, and Marketing.
- Communicate strategic plans to the Field sales team to ensure flawless in-store implementation.
- Analyze market trends and customer needs to identify opportunities and create value.
- Build strong, long-term relationships with clients by understanding their business challenges and offering innovative solutions.

PROFILE

- You hold a Master's degree in Economics, Business Administration, or a related field.
- You have at least 5 years of sales experience in the Fast Moving Consumer Good Industry, ideally within the retail sector.
- You demonstrate strong negotiation, communication, and analytical skills.
- You are fluent in Dutch and French; proficiency in English is a plus.
- You show a hands-on approach, team spirit, and a proactive mindset.
- You show enthusiasm, pragmatism, and flexibility in your work.
- You possess excellent presentation skills and are proficient in Microsoft Office.

OFFER

- The chance to join a Belgian company with a human scale, where your contributions make a real impact.
- A stimulating work environment, surrounded by supportive colleagues and a dynamic, collaborative team spirit.
- A competitive salary package, enhanced by a complete package of benefits.
- A permanent contract.

INTERESTED ?

Please send your CV together with an adapted cover letter to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.