

International Key Account Manager (m/f/d)

Austria, Italy & SEE

📍 Vienna, Carinthia, Home Office

€ ca. 98.000,-

A011242



Erwin Kretschner
Partner | Senior Consultant

📍 Wien

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+43 1 402 76 08 57



Our client is a leading manufacturer in metal packaging for clients in FMCG, cosmetics and food and is part of a diversified international group. Production plants are located in Austria and Slovakia, both state-of-the-art facilities. With the objective to enhance current client service, acquire new customers and to expand geographically into new markets in SouthEast Europe, we are currently searching for the

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Key tasks & responsibilities

- Sales & Business development within FMCG sector – cosmetics & food
- Covering Austria, Italy, West-Balkan countries & Greece
- Building market from scratch in West-Balkan countries
- Key Account management & new client acquisition
- Market and competition – analysis
- App 70% travel within assigned region

Requirements

- Proven & tested sales professional with + 5 years int'l KAM experience
- Strong FMCG background, ideally from packaging industry
- Confident, target oriented and performance driven personality
- Convincing communication and presentation skills
- Fluent in English and German, plus proficient in Italian
- Personally mobile

Organisation

- Reporting to Sales Director
- Places of Work – Carinthia & Vienna offices plus home office

We are offering sales professionals who excel both as key account specialists as well as developing new clients and markets an exciting role in a successful company with a comprehensive portfolio of tasks & responsibilities.



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The compensation package will include a fixed salary of € 7,000 gross per month plus variable performance bonus and company car.

If you are attracted by our offer, please get in touch and send your cv in English to our **Consultant Erwin Kretschner** e.kretschner@pendlpiswanger.at. Code „A011242“

