

## JUNIOR KEY ACCOUNT MANAGER – JOHANNESBURG, SOUTH AFRICA

We are looking for a JUNIOR Key Account Manager to join our team in the fats and oils industry

### Duties & Responsibilities

#### Key Responsibilities

To drive the sales and commercial action plan for assigned portfolio to deliver the budgeted revenue and volume objectives in the Inland region

To identify new sales opportunities and take steps to implement them for new and expanded revenue streams.

Develop and service customers to maximize loyalty and revenue generation, be agile and adapt quickly to market changes, competition and opportunities.

Accountable for Customer satisfaction and experience for all assigned segments and trade portfolio.

Manage and grow existing KEY accounts, prospect to sell across the range

Forecast management with logistics

Pallet management with the internal team

Ensure credit processes are followed for new business and that AR is update on current customers

Pursuit and understanding of all business segments (DISTRIBUTORS VS FOOD SERVICE VS MANUFACTURING)

Mobilize, implement and action promotion and trade shows and work with marketing to market our brands

Apply sales & marketing techniques to generate customer loyalty and enhance our brands

Negotiate b2b contract to secure profitable business flows through competitor analysis to monitor and recommend pricing levels

Gather and analyse market intelligence and present to management to for decision making.

Organize promotional activity with appropriate organization for incremental business.

Ensure timely distribution of all promotional literature.

Attend industry related shows/functions/seminars/exhibitions

Submit reports on customer and trade performance and market intelligence as required to track performance

Build and maintain good relationships with colleagues to leverage the strength of the Partnerships

Minimum of 5 years FMCG experience in sales and marketing

Must have experience in selling fats and oil in the b2b space

Strong analytical skills, exceptional negotiator and ability to influence

Proficient in PowerPoint, MS Word, Excel

Competencies

Self-motivation and a passion for customer service

Self-confident and results-orientated

Diplomacy and empathy

Flexible and innovative

Analytical with ability to prioritize

Able to work independently and as part of a team.

Measures of Success

Achievement of agreed targets

Harmonious relations with all customers

Willingness to support team members.

Accurate and timely market intelligence reports.

Must have the technical ability to understand fats and order or the ability to learn fast