



## Orangina Schweppes Belgium

Our specificity lies on our history, on our strong local roots and brands, and on the inspiring Suntory Japanese culture. Our specific 'Yatte Minahare/Go for it' way of thinking is our driving force, boosting our bold ambition to revolutionize drinking! We put our consumers at the heart of everything we do to offer them unique drinks for unique experiences. Our incredible brands: Schweppes, Oasis, Orangina, Gini, Dr Pepper, Canady dry, Riqles, Pulco & MayTea

### Key Account Manager (Retail)

#### Our mindset

Orangina Schweppes Belgium believes its success is based on inspirational and entrepreneurial teams. To build a sustainable business, we also believe it is key to invest in our people development, in a collaborative and empowerment work environment.

#### Responsibilities

As an experienced Key Account Manager, you will be part of the retail department and your responsibilities will be:

- Building long term partnership with customers (in charge of Top 3 customer)
- Achieving strategic objectives per customers
- Setting up the promotions plans; collections, selections,... and be responsible of their follow-up
- Responsible for the promotional strategy per customers, and promotional execution
- Managing customers negotiations in relation to commercial strategy and the customers trading terms
- Implementation and ongoing management of the channel strategy per customer
- Developing customers new product launch plans and ensuring successful implementation
- Identifying opportunities for efficiency and profitability and overall improvement in the management of the account
- Responsible for the forecast accuracy of the customers

#### Job Skills and Attributes

- Master degree or equivalent by experience
- Minimum 5 years in commercial functions and a strong and successful experience in negotiation as KAM
- Strategic thinking , ability to think out of the box
- Result oriented, entrepreneurial and organized
- Capable of building strong working relationships and influencing customers & internal teams
- Strong analytical skills with ability to develop strategies, tactics, measurable implementation and provide strong recommendations
- Trilingual Dutch, French and English

#### Our offer

- An inspiring job in a dynamic and growing company
- Multiple career opportunities incl. international mobility
- An attractive salary package incl. Company Car
- Development programs & coaching

#### READY FOR A NEW CHALLENGE?

Interested to work for Orangina Schweppes? Please send your resume and a covering letter to **Gatienne DUBOIS**, HR Business Partner at

[OSBRecruitment@suntory.com](mailto:OSBRecruitment@suntory.com). You want to know more about us, visit our websites: <http://www.oranginaschweppesbe/fr/> & <http://www.suntory.com/>