



Orangina Schweppes Belgium

Our specificity and our uniqueness lie 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, Canada dry, Ricqles, Pulco & MayTea

Account Manager Impulse

Our mindset

Orangina Schweppes Belgium believes its success is based on inspirational and entrepreneurial teams that are not afraid of challenges. To build a sustainable business, we also believe it is key to invest in our people development, in a collaborative and empowerment work environment.

Our adventure together

As an experienced Account Manager, you will be part of the Impulse Team and your responsibilities will be:

- Building long term partnership with our National Structured Impulse customers (in charge of Petrol, CTN, Night, Chained Snacking, On-the-Go)
 - Achieving strategic objectives per customers
 - Setting up the promotions plans, 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

Profile

- Master degree or equivalent by experience
- Minimum 3 years in commercial Role with strong successful functional experience in customer negotiation
- Strategic thinking, ability to think out of the box
- Result oriented, entrepreneurial and organized
- Capable of building strong working relationships
- Strong analytical skills
- Trilingual Dutch, French and English

Our offer

- An attractive salary package incl. Company Car
- Multiples career opportunities
- 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. You want to know more about us, visit our websites <http://www.oranginaschweppesbe/fr> & <http://www.suntory.com/>