



PR/086922 | Key Account Manager (m / f / d) in Austria

Job Information

Recruiter[JAC Recruitment Germany](#)**Job ID**

1549753

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Austria

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:32

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A family-run Japanese company with more than 200 years of history is looking for a Key Account Manager (m/f/d) to oversee and drive sales operations. The role involves developing sales strategies, managing nationwide sales teams, and expanding market presence

JOB RESPONSIBILITIES

- The main objective of this position is to maintain and build long-term relationships with stores in the region and ensure quality consistency across each individual location.
- Coordinate marketing activities, marketing research, and brand and intellectual property management. This position is responsible for facilitating the delivery of strategic goals through:
 1. Planning and implementing brand and communication strategies.

2. Overseeing the implementation of all communication and brand materials.
3. Supervising the team and evaluating performance; and,
4. Delivering hands on in the area of brand and communication as needed.

This position will report to D/A/CH Manager and assist in team activities including but not limited to:

- Retail sales reporting and analysis.
- Consumer and market research project execution and analysis.
- Review sales forecasts; and,
- Coordinate meetings and arrange samples.
- Participate in Expositions related to the Pet Food Industry.
- Preparation of long-term plans and marketing presentations.
- Development and execution of marketing plans
- Regular evaluation of market and consumer trends.
- Increase standards of customer service.
- Communicate with clients on a regular basis.
- Ensure quality consistency across the region.
- Maximize sales and profitability in the region.
- Conducting annual reviews
- Budget planning and monitoring
- Knowledge and use of the relevant CRM tools

JOB REQUIREMENTS

- Strong work ethic, high energy level, interpersonal skills, motivation and enthusiasm.
- Excellent communication skills and strong commitment.
- Several years of experience in key account management **in the pet food industry** is required
- Willingness to travel within Austria and Europe
- Experience in dealing with distributors and supermarket buyers is a must.
- Proven track record in managing and developing key accounts
- The ability to work independently is essential.
- Bachelor's degree is required. Business degree is a plus.
- Native German equivalency required.
- English business level, intermediate level writing and speaking skill.
- Analytical and strategic mindset coupled with a strong sales orientation

Apply online for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description