



PR/087619 | Key Account Manager - Benelux (Netherlands-Based) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1614612

Industry

Retail

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:37

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Applicants must have a valid working permit in the Netherlands

COMPANY OVERVIEW

A family-run Japanese company with more than 200 years of history is looking for an experienced **Key Account Manager (m/f/d) in the Netherlands**. It has two divisions: Food for human consumption and pet food. The company became the top brand of pet food in Japan and is also expanding internationally to make pets and their owners around the world happy.

JOB RESPONSIBILITIES

The Key Account Manager will play a pivotal role in our growing business in Europe. Working in an exciting and dynamic business environment, you can expect significant autonomy to build and execute strategic growth agendas, aligned to the business priorities. Experience in managing retail customers and dealing with distributors, are a must. This role is a great platform to lead into more senior roles or broadening roles.

Key responsibilities of the position will include:

- Exploring new business opportunities, develop and execute customer business plans.
- Sell and negotiate, build strategic growth agendas with customers.

- Review, monitor and manage daily business, aligned to key business priorities.
- Gain a deep understanding of the shopper – being an expert in the eyes of the customer.
- Develop and align sales forecasts with customers.

JOB REQUIREMENTS

- We are looking for people of graduate caliber - bachelor's degree in marketing, Business Administration, Sales, or a related field.
- A high performer and be able to evidence your successful impact on commercial performance.
- Enjoy a challenge, and have an ambitious, positive “can do” attitude.
- Strategic thinker with strong commercial awareness and numeracy skills.
- Adaptable and responsive to a fast-growing company.
- The ability to work independently.
- English business level.
- This is a full-time and remote position reporting to the regional manager located in the Benelux region.
- Applicants must hold valid working permit in the Netherlands and be fluent in Dutch and English. Proficiency in French is a plus.

Apply online or feel free to contact us via email directly for more information about this opportunity. Please note that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACDE #countrygermany

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Company Description