



PR/118313 | Sales

募集職種

人材紹介会社

ジェイエイシーリクルートメントイギリス

求人ID

1566464

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2026年02月03日 13:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Title

Key Account Manager – National Retail Clients (Food & FMCG)

Job Description

We are seeking an experienced Key Account Manager to lead relationships with major national retail clients, including top-tier supermarkets. This role involves developing and executing account strategies, managing negotiations with buyers, and driving promotional activities such as in-store demos and online campaigns in Ireland.

You will also oversee one team member based in Ireland and collaborate closely with internal sales teams. Occasional travel within Europe (Ireland and the Netherlands) will be required for client meetings and regional conferences. The position offers flexibility, with an expectation of approximately three days per week in the office.

Requirements

- Language: Fluent English (no additional languages required)

- Experience: Minimum 3 years of negotiation experience with retail buyers (preferably in food or FMCG sectors)
- Leadership: People management experience is a plus; ability to supervise one team member initially and potentially manage a broader sales team in the future
- Skills: Strong communication, relationship-building, and strategic planning abilities

I will reply to you only if you are qualified for the application. Thank you for your understanding.

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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会社説明