

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

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 ドイツ

求人ID
1614612

業種
小売

雇用形態
正社員

勤務地
オランダ

給与
経験考慮の上、応相談

更新日
2026年10月27日 14:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
流暢レベル

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

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

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