



Key Account Manager - Food Service

JOB DESCRIPTION

Key Account Manager - Food Service: Reporting to the Head of Foodservice you will be responsible for managing the foodservice wholesale & distribution channel.

PRINCIPLE ACCOUNTABILITIES

- The achievement of budgeted sales and margin targets and EBIT.
- Commercial responsibility and negotiation of annual terms and agreements with customers.
- Implementation of commodity pricing across a number of categories.
- To build and maintain strong trading relationships with channel customers.
- Identify and introduce relevant new products within our core category range.
- Identify sales opportunities in line with ARYZTA FSD business objectives.
- Work closely with other departments to maximise sales opportunities.
- Other duties and projects as required.

SKILLS AND QUALIFICATIONS

- The ideal candidate will have experience in Key Account Management in Foodservice or a similar role developing Key Customer Groups.
- Strong negotiation & sales skills.
- Enthusiastic & confident self-starter who can work on own initiative.
- Strong communication skills, verbal and written.
- Administration abilities with attention to detail and accuracy.
- Analytical, numeracy and outstanding time management skills.
- Organised and professional at all times and willing to travel IOI.
- Degree in a business related area. (Relevant experience may qualify).



Job Location

Dublin, Ireland

Position Type

Full-Time/Regular

Apply

jobs@aryzta.com