

## **Just the Job Information Sheet**

### **Job title**

Key Account Manager

### **Job description**

- To achieve volume and profit objectives in regional Key Customers
- To establish and develop relationships with and manage the business of Key Account customers
- To grow business profit and volume through negotiating win-win contracts with Key Account customers

### **Qualifications required**

Sales Experience, AC Nielsen, BCOM or similar preferred

### **Career path**

Start in our sales business as a merchandiser or Sales manager and then move to account management.

### **Salary range**

Senior level salary depending on experience.

### **Other careers this profession could lead to**

People management or National account management.

### **How to increase the chances of successfully entering this industry**

Sales experience, financial acumen, university qualified, experience in account management, FMCG experience.

### **Other places to source information about this job**

All info in is on our website [www.cokecareers.co.nz](http://www.cokecareers.co.nz)