

Key Account Manager

We are BAT. A global leader with more than 200 brands in over 200 markets. And we bring together the world's brightest and best minds. That's why we value uniqueness. We are looking for the leaders of our Cluster – several markets all bonded by an inspiring strategy and a strong team mindset.

Join our team now as Key Account Manager in Skopje, Macedonia.

KEY RESPONSIBILITIES:

- Develop and implement key account strategy and plans to meet targets
- Implement brand strategies to key accounts in line with Channel plan
- Develop joint business initiatives with strategic accounts
- Provide regular reviews and insights into channel and account performance through dashboard reporting
- Analyse business performance of BAT Key Accounts to identify opportunities for improvement
- Maintain excellent relations with key customers in order to achieve good business results
- Manager trade programmes, trading terms, marketing support and merchandising for key accounts in line with the budget
- Actively participate, support and contribute to Cycle Planning Process by supporting the implementation in accounts
- Identify and develop innovative business opportunities in strategic accounts whilst implementing Key Account Best Practice
- Operate according to BAT Marketing Leadership Behaviour and Guiding Principles
- Comply with BAT principles of Corporate Social Responsibility and Global Marketing Standards in all activities
- Engage with Field Force team to ensure successful execution of account initiatives

REQUIREMENTS:

- University Degree in Marketing or relevant field
- At least 2 years of experience in Trade, Marketing, in similar FMCG company
- Advanced planning, organizational and analytical capabilities
- Effective communication, negotiation, presentation and influencing skills
- Willingness to learn & proactivity & resilience
- Fluent in English and advanced Computer user
- Valid drivers' license

WHAT WE OFFER:

- Long-term international career perspective, personal and professional development
- Competitive compensation package
- Dynamic and friendly atmosphere



BRING YOUR DIFFERENCE

**WE ARE LOOKING FORWARD TO YOUR APPLICATION AT
WWW.BAT-CAREERS.COM until 23 June 2019**

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