

Key Account Managers influence our Key Customers (Hypermarkets, Cash & Carry and Supermarkets) decisions in critical business areas by using conceptual selling techniques and data-based presentations. This involves developing assortment, shelving, pricing and merchandising activities, based on consumer research that gives us insight into what drives shopper purchase behavior.

As a Key Account Manager you will:

- Create a positive Consumer Value Impression on P&G brands
- Understand Customer's needs, goals, strategies, systems, specifics in different categories/store operations principles
- Develop, implement, and evaluate business plans with the customer
- Analyze shopper research data and other Customer data available
- Lead in-store promotion planning and proper fund allocation
- Develop tailor made in-store promotions
- Develop and implement creative Merchandising Plans (control and support merchandisers working for P&G)

Requirements:

- University degree
- Good command of English language
- Strong leadership, innovation skills and the ability to make things happen
- Ability to analyze and solve complex problems
- Excellent communication and collaboration skills, a customer-oriented attitude
- Must have a valid driver's license

For more information and application follow this link:

<https://pg.taleo.net/careersection/jobdetail.ftl?job=CBD00015181&lang=en#.VN9idIcvbRY.mailto>