

Key Account Executive

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Company: iKraftSolutions LATAM

Location: Morelia

Category: other-general

Key Account Executive

Purpose:

Responsible for bringing our value proposition to the client. Manage and increase sales volumes and profitability in the edible vegetable oils and fats market and manage sales costs in line with the segment strategy.

Requirements:

Knowledge of oils and fats and their application.

Bachelor's degree in Business Administration, Economics or Marketing preferably. Other relevant specialties will be considered.

Fully bilingual (English/Spanish) is required.

Minimum 5 years of sales/customer service experience in a manufacturing or distribution environment.

Existing network for the edible vegetable oils and fats market and subcontractors.

Professional user skills of MS Office, SAP, CRM.

Responsibilities:

Deliver sales and profits according to the agreed business plan, tactical selling and customer service execution.

Be the overall customer account manager for selected edible vegetable oils and fats customers.

Manage and monitor business objectives using agreed economic indicators.

Actively execute the strategy, mission and vision.

Attracting potential and valuable new business from new and existing clients requiring a hunter mentality.

Manage and monitor business objectives using agreed-upon economic indicators (e.g., sales revenue, inventory, overdue accounts receivable, hit rate).

Understand international business relationships, including Negotiation of Prices and contracts with (inter)national clients.

Attention to queries, such as: Preparation of quotes and contracts, Verification of assignments, constant feasibility in coordination with the Innovation and Projects team.

Proactive quote tracking, including negotiation of contracts, prices and other commercial details.

Develop and execute measures to improve customer satisfaction.

Monitor the market situation, understanding short, medium and long term trends.

Preparation and upload of sales plan and forecast.

Participate in fairs, client seminars, conferences.

Make operational decisions on prices and contracts with (inter)national clients.

Prioritize customers accordingly to its value and complexity.

Benefits:

Attractive salary

Commissions according to compliance with objectives

Benefits above those of the law

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