

Key Account Manager - WestRock Packaging Systems

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Company: Boelen Adviesgroep

Location: Netherlands

Category: business-and-financial-operations

Functie

groep

Sales / Marketing

Dienstverband

Vast dienstverband

Salaris

Op aanvraag

Regio

Noord-Brabant

In short

Are you an entrepreneurial sales professional with experience in the packaging world?

Do you have a curious and dynamic personality and are you looking for an independent senior technical sales role? In that case the next step in your career may be to join WestRock in the position of Key Account Manager for the Benelux and Scandinavia.

Function In this position of Key Account Manager you will generate leads to connect with new customers as well as maintaining and expanding business on multiple levels with existing customers. Your focus will be on the Benelux and Scandinavia region which is a potential growth market. Travelling to customers in this region will be part of the job. You will prepare targeted commercials proposals and present them effectively to your

customers. You are able to work independently, creating your own presentations and organise calls with customers. As well as communicating internally to manage and develop customer projects. Maintaining the relationship between the customer and Westrock is your responsibility. You will prepare and maintain internal sales systems, especially forecasting and core key account planning tools. In this role you will be working together with the other Key Account Manager and reporting to the Sales Director. Profile

A commercial, business or technical education at BSc level.

Several years of experience in technical sales.

Affinity with the packaging industry is an advantage.

An outgoing personality with good interpersonal and communication skills.

A self-starting and entrepreneurial professional.

Analytical mindset and able to propose solid commercial offerings, based on customer's needs.

Experienced in conducting sales negotiations.

Excellent English language skills.

Living within a one hour drive from Breda.

Offer

An independent technical sales role within the second largest packaging company in the world.

The possibility to work from a home office as well at the WestRock flexoffice in Breda.

The opportunity to actively contribute to further establish and develop WestRock's Packaging presence in the Benelux and Scandinavia.

Excellent working conditions including a company car and a bonus based on performance.

Company WestRock Packaging Systems Netherlands B.V. is part of the WestRock Company and has been active in Europe for more than 60 years. The machines are produced in France. The WestRock Company is the second largest packaging company in the world with 50.000 employees worldwide of which approximately 6.000 employees work in Europe. The

WestRock Company consists of 320 manufacturing facilities, design centers, research labs, and sales offices around the world. It's a successful, dynamic and innovative company focussed on creating sustainable packaging solutions by moving fiber-based packaging forward. Using imagination and expertise to turn big challenges into real solutions. They are materials scientists, packaging designers, mechanical engineers as well as manufacturing experts using leading science and technology to drive innovation in packaging. WestRock operates among others within the following markets: Beauty & Personal Care, Beverage, Commercial Print, E-Commerce, Food, Healthcare & Luxury Pacaging. The WestRock sales office based in Breda is mainly focused on the sales and service of beverage systems and contains the departments: (corporate) Finance, Field Service, Carton Design, Sales, IT and Safety employees. Locatie Breda

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