

Key Account Manager – Third Party eRetailer (m/w/x)

The Key Account Manager - Third Party eRetailer is responsible for the support of strategically important e-commerce merchants. He presents and explains the product range, informs about product news and negotiates purchasing conditions. He coordinates both internally and externally and ensures that uniform conditions exist. He is the first point of contact for the customer. Furthermore, he is responsible for the proper presentation of the company's own products to the retailer in accordance with the defined company guidelines, in particular for the implementation of marketing measures.

Tasks:

- Support of strategically important key accounts in e-commerce
- International coordination of marketing and sales activities for the On-line Pure Player as well as internally with relevant functions regarding pricing and other topics.
- Responsibility for sales, margin and potential exploitation in key accounts
- Maintaining contact with the contact persons and opinion leaders of the key accounts
- Presentation of the products and negotiation at eye level with the customer
- Continuous implementation of online marketing measures with the key accounts
- Ensuring the proper presentation of the company's own products

Qualifications:

- Successfully completed studies in business administration or a comparable course of studies
- 3-5 years experience in a comparable key account function, preferably in e-commerce. Experience in working with or with an Online Pure Player desired.
- Confident appearance, analytical thinking and understanding of complex interrelationships
- High contact and communication skills, positive charisma
- Negotiation and presentation skills
- Ability to work in a team and self-reliant, independent and structured way of working

Salary recommendation: € 50.000 – 55.000 p.a. (depending on location and experience)

Status May 2019

Would you like to know more? This is a sample job advertisement. We are happy to help you with your individual offer. Please send us an e-mail to info@digilents.com

Digilents is the personnel consultancy for e-commerce and digitisation. Here at Digilents we combine personnel consulting and recruiting of specialists and executives in e-commerce and digitisation environments for multinational corporations, medium-sized companies and family businesses. We cover the exponentially increased demand for e-commerce professionals - Chief Digital Officer, SEO and SEA experts, shop managers, e-commerce executives or experienced e-commerce employees and innovative online professionals. For companies, we are the first point of contact for open positions - even before classic headhunters or job portals. We have a great network and sound knowledge of change management and transformational leadership. Close cooperation with our partners and candidates makes us successful. We can quickly, efficiently and precisely network the right people and take individual care of the professional and cultural fit.

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