



The Edelmann Group is one of the leading German packaging manufacturers and system suppliers with locations in Europe, Asia and America. Their core competencies are the development and manufacturing of packaging solutions for the Health Care, Beauty Care and Consumer Brands markets. Customers of other selected market segments also benefit from the strengths that Edelmann has in terms of printing, finishing, labelling and quality management. With innovative solutions, the Edelmann Group designs process optimizations that span the entire supply chain – and, together with its customers, leverages important potential for added value.

For our French site in Corneilles-en-Parisis we are looking for a full-time Key Account Manager (m/f/d)

Your responsibilities:

- Development of strategic and long-term business relationships with existing and potential customers
- Implementation of sales and marketing strategies
- Regular customer visits and competent customer advice - first contact person for the customer on site
- Regular reporting to the sales management
- Interface between customers and customer service - organization of joint meetings at the customer
- Participation in trade fairs and other events
- Support of customers also outside normal working hours
- Alignment and coordination of tasks with the sales management of other Edelmann Group sites, if required
- Market and competition monitoring

Your profile:

- Completed commercial/technical training or a degree in business administration
- Good computer skills (MS-Office)
- Business fluent language skills (French, English) in spoken and written
- Security in acquisition and contract conclusion
- Communication and negotiation skills - confident appearance
- Several years of experience in sales with key customers
- Good market knowledge
- Expertise in the packaging division
- Self-management skills
- Punctuality, reliability and team spirit
- High willingness to travel - driving license

If you are interested in this varied and responsible position in an internationally operating company, we look forward to receiving your application addressed to Ms. Alina Iannaccone, career@edelmann-group.com.

