



Area Manager/ MBU Supervisor (m/f/d) - Greater Stuttgart / Karlsruhe REMOTE

As an area manager/ MBU supervisor (m/f/d), you will negotiate annual meetings with MBU customers within the specified framework and implement the fixed agreements independently at the POS. You form the interface between the key account and the retail partners.

Hilcona Feinkost GmbH
Am Park 15-17
70771 Leinfelden-
Echterdingen

Contract type Permanent
Workload 100%
Start of employment as of now
Language German
Working time model Hybrid working time after coordination

Do you have any questions?



Karolina Littau
HR Business Partner
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Apply online



You can find all the details online as well as the opportunity to apply directly.

Your tasks

- Independently conducting annual customer and MBU meetings to secure and develop long-term partnerships
- Supporting and expanding existing customer relationships
- Acquiring new customers
- Positioning agreements, improving product visibility, and the implementation of measures to increase sales
- Participation in trade fairs to expand the market and maintain networks
- Development and implementation of sales strategies to achieve sales targets
- Permanent identification of market potential
- Responsible route planning
- Qualitative advice with regard to category development

What you bring with you

- You have completed commercial training or have a comparable qualification in the relevant field
- Experience in sales or key account management
- Good knowledge of the structures in food retail in Germany, as well as enthusiasm for our products and the people in food retail
- You have strong negotiating skills, strong communication skills, as well as a high customer and service orientation
- You are no stranger to working with ERP and CRM systems
- You enjoy working in a lively, fresh environment, appreciate an independent way of working and are not afraid to critically question processes
- High affinity for market and shopper data
- Valid class B driving license

What we offer



Work-Life Balance

You benefit from 30 days of vacation, a flexible working hours system, and special leave for important personal events such as marriage, the birth of a child, or moving house. In addition, you can organize your working days in a mobile office.



Mobility

Benefit from a company car that you can also use for private purposes, as well as the reimbursement of your travel expenses for business trips – travel sustainably and worry-free!



Professional development opportunities

Expand your knowledge through extensive training opportunities, high-quality courses offered by the Coop Training Center, and a variety of personal development options such as mentoring and coaching.



Health

Your well-being is important to us: take advantage of our health management program and work ergonomically and comfortably at your home office workstation!