

# Regional Key Account Manager Foodservice - Region Zurich, Southern and Central Switzerland

Are you based in the greater Central Switzerland area, do you have sound experience in the food industry and have you built up a strong network in the food service sector over several years? Is the strategic and long-term support of major customers part of your daily business? Then you are the perfect fit for us.

**Hilcona AG**  
Bendererstrasse 21  
9494 Schaan

**Contract type** Permanent  
**Workload** 100%  
**Start of employment** as of now  
**Language** German  
**Working time model** Target-oriented working time

## Do you have any questions?



**Birgit Schmidinger**  
Head of Human Resources  
+41 58 895 92 91

## Apply online



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

## Your tasks

- You are the face of Hilcona in your region. You build and maintain long-term relationships with our wholesalers and end customers, tap into new potential and represent our company with passion and commitment.
- You ensure that our products are sustainably anchored in the menus of relevant end users in the region - strategically, creatively and with a feel for the market.
- You manage, document and report on end-user projects and keep an eye on sales and earnings targets at all times.
- You will build up and actively maintain a personal, resilient network of decision-makers throughout the food service trade in the region - from sales to end users in Purchasing, Product Development and Menu Planning.
- You will inspire multipliers through practical training courses and plan and realise trade fairs with high visibility.

## What you bring with you

- Food is your world: Whether it's training, studies or practical experience - you are confident in the food and catering industry and have a real understanding of the market.
- Business is your language: You can classify, analyse and translate figures, market mechanics and trends into concrete measures.
- Key account focus: You have experience in food service - ideally in supporting regional key accounts or major customers - and know the market well.
- Analytics & strategy: You recognise potential, develop suitable approaches and implement them consistently in the market.
- Communicative with impact: You inspire people, negotiate confidently and build relationships that really work.
- Hands-on & team-orientated: You work independently, think in a solution-orientated way and value teamwork.

## What we offer



### Work-life balance

We offer 5,5 to 6 weeks' holiday, flexible working hours and special leave for important events. Organise your days to work in the office or remotely, buy holidays or work part-time for more free time. There are no company holidays - you plan your holiday flexibly with your line manager.



### Catering

Catering is very important to us: Enjoy discounts on your lunch in our staff canteen, free fruit and promotions such as free chestnuts, ice cream or smoothies. High-quality products at greatly reduced prices are available in our outlet.



### Mobility

Benefit from excellent public transport connections (bus stop in front of Hilcona), attractive ticket subsidies, ample parking for cars, e-bikes and scooters as well as reimbursement of your travel expenses for business trips - for sustainable and care-free travelling.



### Professional development opportunities

Expand your knowledge with extensive training programmes, high-quality courses at the Coop Training Centre and a wide range of personal development opportunities.