

# Area Manager/MBU Advisor (m/f/d) – Greater Stuttgart/Karlsruhe area – Remote

As an Area Manager/MBU Account Manager (m/f/d), you will conduct annual reviews with MBU clients within the specified framework and implement the agreed arrangements at the point of sale under your own responsibility. You will act as the link between the key account and the retail partners.

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

**Contract type**  
**Workload**  
**Start of employment**  
**Language**

Permanent  
100%  
as of now  
German

## Do you have any questions?



**Birgit Schmidinger**  
Head of Human Resources  
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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 client and MBU reviews to secure and further develop long-term partnerships
- Maintaining and expanding existing client relationships
- Acquiring new clients
- Negotiating product placement, improving product visibility, and implementing measures to boost sales
- Attending trade fairs to expand the market and maintain networks
- Developing and implementing sales strategies to achieve turnover targets
- Ongoing identification of market potential
- Independent route planning
- Providing expert advice on category development

## What you bring with you

- You have completed a commercial apprenticeship or hold a comparable qualification in the relevant field
- Experience in sales or key account management
- Good knowledge of the structures within the food retail sector in Germany, as well as enthusiasm for our products and the people working in the food retail sector
- You have strong negotiation skills, excellent communication skills and a strong focus on customers and service
- You are no stranger to working with ERP and CRM systems
- You enjoy working in a dynamic, vibrant environment, value an independent approach to work and are not afraid to critically question processes
- A strong affinity for market and shopper data
- A valid Class B driving licence

## 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!