



National Food Service Key Account Manager: QSR & Wholesale (m/f/d)

Are you confident in dealing with C-level executives, do you negotiate with passion at a decision-making level, and are you passionate about the strategic development of national key accounts in the food service sector? If so, the role of Key Account Manager, National Food Service: QSR & Wholesale (m/f/d) might be just right for you.

**Hügli
Nahrungsmittel
GmbH**
Güttingerstrasse 23
78315 Radolfzell

Contract type Permanent
Workload 100%
Start of employment 01.01.2027
Language German
Working time model Hybrid working time after coordination

Do you have any questions?



Pietro Calvagna
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Apply online



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

Your tasks

- Independent management, strategic development and expansion of national key accounts, with a focus on the QSR segment and the wholesale sector
- Management of annual, pricing and terms negotiations at decision-maker level, as well as developing bespoke growth strategies for individual customers
- Management of the wholesale business, implementation of product listings and marketing campaigns, and sales analysis
- Holistic project management of new product launches in close collaboration with R&D, Production and the supply chain
- Market monitoring, trend analysis and representing the company at trade fairs and industry events

What you bring with you

- Completed vocational training in business or food technology, ideally with a degree in business administration
- At least 2 to 3 years' professional experience in a comparable role in key account management
- In-depth knowledge of the structures within the QSR sector and the wholesale trade
- An established, robust industry network in the food service sector, ideally with a focus on QSR and/or catering
- Strong negotiation and deal-closing skills, an entrepreneurial mindset and a strong focus on results
- Confident manner when dealing with C-level executives, a structured approach to work and a high willingness to travel

What we offer



Professional development opportunities

We offer professional development opportunities in an international environment. We offer a wide range of further training programmes and regular training courses on our training campus.



Health

All employees have the opportunity to take advantage of sports, leisure and well-being programmes throughout Germany with HANSEFIT.



Company events

A variety of company events ensure a great community and a family atmosphere at work.



Fair wages and social benefits

Our attractive additional financial benefits include a company pension scheme, holiday pay, special annual bonus, employee participation and anniversary payments.