

Key Account Manager, Coop Switzerland (60–80%)

Do you want to actively drive sales, margins and market share in the retail sector, whilst taking responsibility for the most important client in the Swiss retail industry? Then apply now! Key Account Manager, Coop Switzerland (60–80%) You'll lead strategic category and business development with Coop and Pronto – in a results-driven, data-led manner that has a direct impact on growth and profitability. You'll work on product range strategies, innovation roll-outs and promotional performance, and play a part in the annual negotiations within a dynamic FMCG environment that demands – and encourages – quick decisions, clear objectives and measurable success. You'll be based at our headquarters in Liechtenstein.

Hilcona AG
Bendererstrasse 21
9494 Schaan

Contract type Permanent
Workload 60% - 80%
Start of employment as of now
Language German
Working time model Target-oriented working time

Do you have any questions?



Andrea Althoff-Slee
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

- Ensuring optimal and professional support for our client Coop in its day-to-day operations
- Analysing market trends and identifying growth opportunities
- Working closely with our product management team to ensure the timing and commercial success of innovation projects
- Drawing up and negotiating quotations and price adjustments
- Regularly analysing and optimising the product range
- Developing multi-year planning and volume and revenue forecasts
- Close coordination with planning and logistics to ensure high delivery accuracy
- Monthly forecasts and implementation of measures to achieve targets

What you bring with you

- A degree in business administration (university or university of applied sciences) or equivalent training with relevant additional qualifications
- At least 2–3 years' experience in key account or product management (food or FMCG) within the Swiss retail market, ideally in the private-label food sector
- A proven track record of success in the strategic management of major clients
- You are a strong negotiator and communicator
- You have an entrepreneurial mindset and a strong understanding of P&L
- You keep an eye on the strategically important levers without neglecting operational detail management
- You work effectively across departments in a solution-oriented manner
- Management or project management experience
- Fluent in German; French would be an advantage

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.