

Key Account Manager, Retail, Switzerland

Build sustainable customer relationships and develop profitable product range strategies – Following an internal restructuring, we are looking for a committed, assertive and strategically minded individual to join our Swiss Retail Sales team as a Key Account Manager. In this key role, you will be responsible for implementing the customer and sales strategy for your client portfolio in Switzerland and will play a vital role in ensuring that our products reach consumers. In this position of responsibility, you will report directly to the Head of Retail Sales for Switzerland.

Hilcona AG
Bendererstrasse 21
9494 Schaan

Contract type	Permanent
Workload	80% - 100%
Start of employment	as of now
Language	German
Working time model	Target-oriented working time

Do you have any questions?



Ingrid Arroyo
HR Business Partner
+4158 895 92 75

Apply online

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

Your tasks

- You will build long-term business relationships with the clients in your portfolio and continuously develop these relationships.
- You will provide professional support to your clients – conducting annual reviews, price negotiations and ensuring that client agreements are implemented – in close coordination with the relevant internal departments
- You will ensure that the agreed turnover, sales volume, profit and profitability targets for your client portfolio are met.
- You will plan and implement annual and multi-year plans and growth initiatives, as well as product range, promotional and activation strategies.
- You analyse market, customer and competitive trends and continuously review customer and product range activities

What you bring with you

- A degree in business administration or equivalent qualification with relevant additional qualifications
- Experience in customer relations and in building long-term business relationships, ideally within the FMCG sector in the Swiss retail market
- Negotiation skills and a good understanding of pricing, terms and conditions, and economic contexts
- A passion for translating customer needs and market opportunities into concrete growth and product range strategies
- A structured, goal-oriented approach to work and the ability to interact confidently with various internal and external stakeholders
- Strong communication skills and the ability to coordinate cross-functional teams and drive shared objectives forward

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
Enjoy excellent public transport links, with a bus stop right outside Hilcona, attractive subsidies for public transport tickets and plenty of parking spaces. To support sustainable mobility, there are also charging points for electric cars and e-bikes, parking spaces for e-bikes and scooters, and a tool station for minor bike repairs – so you can get about flexibly, sustainably and worry-free!

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.