

Key Account Manager (Male or Female)

You will further develop relationships with your assigned clients and take on a leading role for the charcuterie product group within the Industry/Retail/Third Parties division. With an entrepreneurial mindset, you will manage your customer segments and product group both strategically and operationally, making a significant contribution to profitable growth and value creation. In doing so, you will align customer needs with the requirements of our internal departments.

Bell Schweiz AG
Dünnernstrasse 31
4702 Oensingen

Contract type	Permanent
Workload	80% - 100%
Start of employment	01.04.2027
Language	German
Working time model	Flexitime

Do you have any questions?



Dogan Karakoyun
Head of HR Administration
+41 58 326 24 13

Apply online

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

Your tasks

- You will be responsible for managing and developing your assigned customer segments and product groups, with a focus on turnover, profit, margin and market share.
- You will further develop marketing strategies and successfully implement them in collaboration with internal and external stakeholders.
- You will foster long-term customer relationships, identify market potential and develop new business opportunities.
- You will conduct negotiations on contracts, prices and terms and ensure sustainability in value creation.
- You will coordinate collaboration with product management, development, Production, Purchasing, Quality management and other departments, ensuring smooth operations.
- You ensure product availability in close coordination with the relevant departments and support the planning of campaigns and activities.
- You analyse market, customer and competitive trends, derive appropriate measures and actively contribute your knowledge to the company.
- You take responsibility for cross-functional projects and support the continuous development of processes, product ranges and customer solutions.

What you bring with you

- Completed basic commercial training or basic training in sales, supplemented by further training in business or sales techniques.
- Several years' professional experience in sales, key account management or category management, ideally within the FMCG or food sector.
- Good market knowledge and an interest in the meat processing industry and the relevant product groups.
- Experience in leading or participating in projects, as well as in dealing professionally with various stakeholders.
- Good knowledge of SAP and very good user skills in Microsoft Office programmes, particularly Excel and PowerPoint.
- Very good command of German and a good command of French; knowledge of Italian would be an advantage.
- Entrepreneurial mindset, strong negotiation skills and a strong focus on customers and service.
- An independent, reliable and resilient individual with a high degree of initiative and strong communication skills.

What we offer

Work-life balance
A healthy work-life balance is important to us. You benefit from at least 25 vacation days as well as transparent electronic time tracking. This allows you to flexibly compensate any overtime with additional time off.

Catering
Culinary delights are very important to us: freshly prepared food in our staff restaurant, a lunch menu including soup and salad, water & tea and free fruit as well as high-quality products at greatly reduced prices await you in our outlet.

Mobility
Benefit from our contribution to environmentally friendly mobility, convenient public transport connections and a free SBB GA travelcard!

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.