



Account Manager Italy, Bologna

A little bit about Edgard & Cooper:

Once upon a time, our founders wanted to feed their dogs - Edgard and Cooper – pet food they could feel good about. The kind of food that was as good for the planet as it was for their pets. But they couldn't find anything that was quite right. So...to cut a long story short, they decided to make their own!

Today, 4.5 years later, Edgard & Cooper has sold over 5 million bags of food, hired over 100 people across Europe and made lots and lots of dogs & cats (and their owners) feel good!

A little bit about us:

We call ourselves 'the pack' because we stick together. That means we're a bunch of nature-loving, animal-adoring, purpose-driven pals! Working here means working in an international and supportive team in which everyone has a voice. We're big fans of curiosity and learning on the job, and we love people who take the initiative.

So if you want to join a fast-growing team that's REALLY making a 'pawsitive' difference, you've come to right place!

What type of breed are we looking for?

We are looking for an Account Manager to act as the lead point of contact for all existing customers within the assigned regions; you will be responsible to proper answer to their requests and needs according to the objective of building and maintaining strong, trusted and long-lasting client relationships and to identifies opportunities to grow business with existing clients.

Next, your role will be to develop the business in your regions by seeking new opportunities, contacting and developing relationships with potential customers. You will use your communication skills to fully represent our company values with existing and new customers. Collaborating with sales team you will work to carry out client goals while meeting company goals and building a profitable business.

What will be in your bowl?

- Act as the point of contact for assigned customers
- Develops and maintains long-term relationships with accounts through regular visits and communication
- Identifies business opportunities with new and existing clients
- Collaborates with sales team to reach prospective clients
- Coordinate with Key Account Manager to create customized sales plans for key clients
- Promote new products to existing customers
- Communicate product and pricing details clearly
- Provide after-sales support to retain customers and ensure prompt and accurate answers to clients' queries

What skills & tricks should you bring?

- Ideally you have a minimum of 2 years sales experience as Account Manager or similar role
- You have a good understanding of sales principles and the ability to deliver excellent customer service
- You have excellent communication skills
- You have effective listening, negotiation and presentation skills
- Ability to prioritize among competing tasks
- You have excellent time management skills
- Native speaker in your region
- Fluent written and spoken English

What treats do we have for you?

- Next to entering a very dynamic and ambitious team with amazing colleagues, you will get the ability to learn a lot, and contribute to the future growth of Edgard & Cooper! This role comes with additional end-of-year bonus and a company car with fuel card.
- If the above sounds like you and you feel excited about it, apply via email attaching your CV and cover letter: maria@edgardcooper.com – I'm looking forward to reading why you want this role!

Ideal start date: As soon as possible

Equal opportunities: We believe the strength of a pack comes from its diversity. So no matter who you are, where you come from, what you believe in or what your dreams are, we welcome you and look forward to receiving your application.

Accessibility: Our HQ office and satellite sites are wheelchair accessible

