



## KEY ACCOUNTMANAGER NORDICS

FINLAND, HELSINKI

### 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, 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 a Key Account Manager for the Nordics (Finland, Sweden, Norway & Denmark) to act as the first point of contact with existing customers, both on Key Account (national) level and on store level. You will need to answer customer's queries and increase client satisfaction to strengthen existing business relationships. Next, your role will be to seek new business opportunities by contacting and developing relationships with potential customers. You will use your communication skills to identify and address clients' needs while representing our company in a positive way. Ultimately, you will contribute to building profitable, long-term relationships with our clients to reach our business objectives. If you enjoy coming up with effective solutions and working toward achieving goals, this job is right for you.

## What will be in your bowl?

- **Commercial strategy development** – develop our long-term sales strategy ensuring we remain focused and allocate resources to the right areas to achieve our growth ambitions.
- **Business development** – take full responsibility for business development, attaining new clients within pet chains, grocery, wholesale, online and high street.
- **Account management** – manage the key accounts with a particular focus on the pet chains, grocery and online and in time hire a National Account Management team.
- **Industry leading trade marketing** – deliver best in class trade marketing to create retail shine and drive sales growth and brand love.
- **Category management** – make recommendations to the Leadership Team to purchase the right data and insights to ensure that Edgard & Cooper has a compelling category story to deliver to retailers.

## What skills & tricks should you bring?

- Ideally you have a minimum of 2 years proven work experience as an Account Manager or relevant sales role
- You have a good understanding of sales principles and the ability to deliver excellent customer service
- You have excellent (verbal and written) communication skills
- You have effective presentation and negotiation skills
- You have good time-management skills with a problem-solving and “can do” attitude
- Native speaker in your region - being fluent in Dutch, English and French is a huge plus!

## 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: [machteld@edgardcooper.com](mailto:machteld@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

