

Key Account Manager – Gauteng

Location:	Gauteng
Job level:	Mid
Own transport required:	Yes
Travel requirement:	Occasional
Type:	Permanent
Reference:	#WGKAMG
Company:	Wings Group

Wings Group, Importer of premium confectionery and food products for more than 25 years is hiring a Key Account Manager to manage and develop key accounts and channels in Gauteng.

Reporting directly to the CEO, the key account manager will be responsible for the following:

- Achieving monthly regional sales budget by key account.
- Managing 3rd party sales & merchandising agencies through monthly meetings and reporting thereof
- Implementing best-in-class practices across multiple brands showcasing the Wings Group Portfolio of products.
- Growing direct sales for franchise stores in the region (Spar and Pick n Pay Family stores).
- Growing key accounts (retailers, wholesalers and independents) by forging commercially viable relationships with key stakeholders.
- Monthly reporting of; sales achievements, budget spend, in-store wins and challenges, competitor activity and distribution gains.
- Implementing the use of POS to further establish Wings Group product portfolio in trade.
- Managing waste / returns through effective management of merchandising agents in line with swell allowance by key account.

Requirements:

- Minimum five years sales experience in FMCG sales to key retailers in Gauteng
- Key account experience with minimum one major retailer in South Africa
- Own reliable car is essential

Posted on 03 Apr 15:48, Closing date 2 Jun

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