Junior Key Account Manager

Zurich, Switzerland

This is Energizer Holdings, Inc.

We’re leading the charge as the new Energizer, connecting our brands, our people and the products we offer the world. Together, we’re creating a game plan for the future – one that defines where and how we’ll play, and what it takes to win.

Our 5,000 colleagues hail from all backgrounds, nationalities and walks of life, but our shared values and passion for winning make us one team. Whatever your specialty, you’ll find that excelling at Energizer Holdings provides opportunities to grow in ways you never expected.

Position Summary

You will be responsible for developing and growing the sales and client engagement, managing the relationship with the selected account and ensuring the growth of the business and the interaction with the internal and external stakeholders.

Accountabilities

- Preparation and execution of your own action for the accounts that you will be responsible for, being consultative and providing constructive suggestions to prepare ways of working with them, developments of the category and how to grow the business
- Engage, manage and negotiate the renewal of conditions, operating plan, pricing
- Introduce new products and promotional activities, and propose suggestions that would eventually improve the growth of the business with your clients
- Manage the planning analysis, demand, marketing and distribution increase
- Conduct a market, trends and competitors' analysis to gather data to have an insight of the market
- Analyse the performance of your categories, managing the performance and providing recommendations for improvement
- Analyse the impact of price and condition changes, taking into account the profitability standards
- Meet with your client in a regular basis to share category plans and agree new actions to increase sales

Required Skills and Experience

- Degree in business administration, marketing or finance
- At least 1 year of professional sales experience, preferably within the FMCG/retail/distribution sector
• Strong analytical, presentation and communication skills
• Passionate, energetic, proactive, articulate, organized and customer focused
• High degree of initiative and autonomy
• Fluent in German, English and French
• Very good knowledge of the MS Office applications, especially Excel; SAP knowledge desirable

**An Offer to Grow On**

Energizer offers a competitive compensation package which includes medical and retirement savings coverage, paid holidays. Energizer is an equal opportunity employer, and we prohibit discrimination based on age, color, disability, marital or parental status, national origin, race, religion, sex, sexual orientation, gender identity or any other legally protected status in accordance with applicable federal, state and local laws.