



## Key Account Manager

### TZALAPITZA - BULGARIA - FULL-TIME

Flexprint LTD. / North Industrial Zone / 4218 Tzalapitza / Milena Doynova – flp.HR@delfortgroup.com

#### Your tasks

- Leads the regional customer relationships with full account responsibility.
- Serves key accounts within region in alignment with guidelines set by Management.
- Achieves and reviews sales goals for regional customers.
- Plans and steers regional customers' sales budgets, forecasts and order intake.
- Executes corrective actions on deviations.
- Operates deployment of management tools like delfort's CRM system.
- Ensures effective presence to all customers and potentials within region.

#### Your experience

- University degree in process engineering, print technology or other suitable.
- Experienced in managing clients.
- High results orientation, stress tolerance to handle higher workloads, drives for decisions based on secured data for performance and results.
- Open minded and team oriented personality with strong communication skills.
- Excellent English language skills.
- Experience in Food and Tobacco industry preferred.

#### Your benefits

- Training and development possibilities.
- Attractive working time schemes.
- Variety of fringe benefits.
- Friendly atmosphere and excellent working conditions.



#### Location Benefits

-  canteen
-  festivals & family days
-  free shuttle service to work

-  modern equipment
-  parking lot
-  performance bonus

-  health & wellbeing program
-  training & education
-  health insurance



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