



Key Account Manager



delfort

creative collaboration

TZALAPITZA - BULGARIA - FULL-TIME

We are the world's leading company in functional papers. Push yourself to the next level with our philosophy of creative collaboration. Join our global family and be part of our next chapter.

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

- Competitive remuneration package and benefits;
- Dynamic and challenging job in a highly professional, multicultural team;
- Opportunity for professional development in a growing business;
- Friendly atmosphere and excellent working conditions.

We have exciting plans for our future and offer fascinating areas of responsibility at an international successful group of companies. If you are willing to be actively involved in the further development of delfort, we are looking forward to receive your complete application documents.

Your contact

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