

National Account Manager

Job description

Koninklijke Verkade is part of pladis global, a leading company in biscuits and confectionery with more than 26.000 employees worldwide. For our sales department we are looking for an enthusiastic, communicative and passionate NAM. This senior position will be based in Zaandam and will be responsible for managing national trade accounts. The NAM will be supported by a team of dedicated sales support colleagues and will report to the Account Group Manager.

Key activities and responsibilities

- Maintain day to day contact with our customers;
- Responsible for the P&L of national trade partners;
- Obtain maximum distribution of existing products as well as a rapid build-up distribution of new products;
- Develop and optimize effective promotions together with the customer;
- Initiate category projects together with Trade Marketing for optimizing shelf impact and joint business planning with customers;
- As an excellent negotiator be responsible for making the yearly HQ deals on conditions, promotions and payment behavior;
- Communicate effectively with all other internal disciplines such as Marketing, Trade Marketing, and Finance.

Job requirements

This role requires a team player who shows commitment for optimizing the turnover and profit. He/she can improve our current business model in line with our growth plans. The ideal candidate is strong in building relations with our customers and has a Can Do mentality.

Koninklijke Verkade is looking for an energetic dedicated team player, communicative, sharp and self-supporting. Applicants must exhibit analytical and negotiation skills, be able to think strategically and tactically, and have the flexibility to adapt to fast-moving situations. The NAM has strong commercial/Sales experience with A-brands in FMCG.

What we offer

Within this role you have the opportunity to work in an energetic environment. The commercial office is situated on the Zaandam factory site, which allows the NAM to work in multidisciplinary teams. The culture can be described as energetic and informal with great respect for each other.



Koninklijke Verkade N.V.

Koninklijke Verkade Nederland is founded in 1886 in Zaandam. A local well-known Dutch quality company in a international environment. Koninklijke Verkade has the ambition to be the most valued brand manufacturer, with the brands Verkade and Sultana. Almost 400 ambitious and motivated employees are working daily with pleasure for strong market positions in the categories biscuits, in between snacks and chocolate. With this we meet the everyday needs of consumers and customers. Sustainability and efficiency are key pillars for us.

Koninklijke Verkade is since 2014 part of Yildiz Holding. Yildiz Holding, CEEMEA's largest food organization, brought its business in cake and chocolate together under the new global company: pladis (www.pladisglobal.com). pladis is a global leader in biscuits and confectionery, with operations in 120 countries in Europe, Middle East, Africa, Asia and America. Under pladis are 36 plants in 13 countries with over 26,000 employees. With the pursuit of "we promise happiness to the world with every bite," the organization enriches consumers with products in sweet and savory biscuits, wafers, cake, chocolate, gum and candy

Are you interested?

Are you the one that fits this profile and can make the difference for our company? To apply for this job, please send your letter of application and resume to Koninklijke Verkade N.V., Suzanne Hoogendoorn, at werkenbij@unitedbiscuits.com.

- All applications will be treated with confidentiality. Acquisition is not appreciated -

