



National Account Manager

Job description

For our sales department we are looking for an enthusiastic, communicative and commercial National Account Manager (NAM). This senior position will be based in Zaandam. The NAM will be responsible for managing Jumbo, Plus and Hoogvliet. The NAM will report to the Sales Manager, is part of an enthusiastic sales team and will be supported by a team of dedicated sales support colleagues.

Key activities and responsibilities

- Maintain day to day contact with our key 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, investments, promotions and payment behavior;
- Communicate effectively with all other internal disciplines such as Marketing, Trade Marketing, Demand Planning, Customer Service and Finance;
- Develop new sources of growth, based on business opportunities that you see at your accounts.

Job requirements

This role requires a team player who shows commitment for optimizing the business. 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 an entrepreneurial Can-Do mentality. 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 ideal candidate has a master's degree and at least 3-4 years relevant commercial experience, preferably in sales retail ((Trade) Marketing experience is a pre).

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, informal, respecting each other.



Koninklijke Verkade
part of the **pladis** group



Koninklijke Verkade

Koninklijke Verkade Nederland is founded in 1886 in Zaandam. A local well-known Dutch quality company in an international environment. Koninklijke Verkade has the ambition to be the most valued brand manufacturer, with the brands Verkade, McVitie's, Sultana, Godiva, Ulker, Carr's, Flipz. Almost 400 ambitious and motivated employees are working daily with pleasure for strong market positions in the category's 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.

Since 2014 Koninklijke Verkade is 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 in joining our team and contribute in promising happiness to the world with every bite?

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 Ellen Vogel, HR Business Partner, at werkenbij@unitedbiscuits.com.

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