

ACCOUNT MANAGER – FRANCE
Home based with frequent travel around France and UK

Do you want to be part of a team with a Collaborative, creative, and inspiring working environment?
Then read on

Who are we?

H&K is a global international business that designs, manufactures and supplies commercial kitchen equipment. It is a leading supplier of kitchen equipment to The McDonald's Corporation. Other important customers include Burger King, Subway, KFC, among others. Established in Europe in 1975, the company works closely with its clients to support their global expansion. Currently supplying to more than 30 countries, manufacturing plants are based in the USA, Mexico, and The United Kingdom. The group's headquarters are based in Dublin with the European plant and distribution centre based in Rugby UK.

Who are we looking for?

Are you an Experienced Account Manager that prides yourself on your ability to show results? Here at H+K Europe, we are looking for an Account Manager in France who has previous Account Management and QSR/FMCG experience with the ability to hit the ground running from day one.

The individual we are looking for needs to have excellent communication skills with their first language being native French and having excellent verbal and written English skills. We also require the individual to have a driving licence as travel within the role will be essential as you will be expected to visit customers 2/3 days a week along with travel to the Rugby plant in the UK.

What will a typical day look like?

You will be reporting to EMEA Manager, the broad outline of the role will be to manage and maintain the key account in France. The role will be both internally and externally focused. Internally, the person will be required to administer the day-to-day routine of processing client contracts and providing vital information to the various departments (production, purchasing, engineering, finance etc). Externally, the role will require extensive travel to the client to maintain current business and enhance sales opportunities. You will be the primary point of coordination between the business and the customer and manage this relationship.

What will you need to be successful in the Role?

Main Tasks and Responsibilities:

- Manage and strengthen customer relationship with assigned account
- Manage and solve possible conflicts with clients
- Meet and exceed sales company objectives in the country
- Interact and coordinate with the rest of the team and other staff members in other department working on the same account(s)
- Control debtors in conjunction with the financial team
- Proactively liaise and co-ordinate with production, finance, administration, drawing department and others.
- Relevant account administration
- Reporting weekly performance against budget, targets, and forecasting

Knowledge and skills required:

- Degree level (Business related degree) or possess equivalent experience
- Experienced and knowledge of French market within QSR or similar
- Must have experience with managing accounts
- Strong commercial orientation with a focus on delivering objectives, solutions and targets
- Excellent presentation and communication skills both written and verbal
- Analytic and able to solve problems effectively
- Influential communicator and negotiator
- Ability to build and maintain relationships and understand client needs
- Ability to co-ordinate sales effort across different teams
- Good computer skills in Outlook, Word, and Excel
- Language: French and English
- Possess commercial awareness, personal motivation, and strong communication skills
- Excellent organizational skills and ability to work under pressure
- Proven ability to accurately forecast and plan monthly and seasonal volumes
- Full Clean Driver Licence essential

We're looking to offer a competitive salary and benefits package for this role.

Should you wish to apply for this position please contact the HR department sending your CV & covering letter to the HR Manager Kelly Gibbs at kelly.gibbs@hki.com

Recruitment Agencies

At H+K International we fill most of our vacancies ourselves, through advertising and our own internal search processes.

On the rare occasions that we do require extra support we will only use agencies that we trust, and that are on our preferred supplier list (PSL).

All the agencies on our PSL have agreed to work by our terms and conditions, and they are the only agencies our HR Department will request or accept CVs from.

We are not able to accept speculative CVs from agencies not on our PSL, and we do not accept that CVs sent to us by non-PSL agencies constitute an introduction. Should we later engage with candidates that may have been forwarded to us in this manner, no fee will be payable.

We review our preferred suppliers periodically, if you are interested in being considered for our PSL please email the HR Department with your contact details and your areas of specialism.