

CORPORATE MARKET MANAGER
Home based with frequent travel around Germany 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 Market Manager that prides yourself on your ability to show results? Here at H+K Europe, we are looking for a Market Manager in Germany who has previous Market Management and KES/OEM/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 German 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.

The role will be mostly market based therefore you will be required to have a high level of autonomy regarding the day-to-day operation of the customer accounts.

The Individual must be customer centric, flexible, have the ability to organise workload, be proactive and project manage high value orders. The role requires good understanding of processes/procedures with defined deadlines, a good level of understanding of technical drawings, adequate numerical and verbal skills to understand and present projects internally and externally.

What will a typical day look like?

You will be reporting to the Key Account Manager the broad outline of the role will be to provide a high standard of market support across the range of strategic accounts predominately focusing on the BK and Subway accounts.

The role is mostly a proactive role trying to improve market share, working on quotes, and chasing quotes, promoting our online offering, building rapport with the customer, and offering product switches all with the aim of increasing market share and order conversions. Candidate must be confident in these areas and driven to succeed.

The individual will be expected to achieve our internal KPI's and give weekly updates of the work done and upcoming quotes / orders / issues. Candidate will also need to liaise with internal stakeholders i.e., purchasing, engineering etc to ensure that the order process runs smoothly and without delay for our customers, this in conjunction with the administration team.

What will you need to be successful in the Role?

Main Tasks and Responsibilities:

- General Account Administration working to departmental and business KPI's
- Order entry – both fast paced sales orders and project managed store orders working to tight deadlines
- Quote generation and chasing for conversion to increase the company's market share and maintain/grow forecasted store numbers per market
- Liaising with other internal departments to facilitate a smooth process from quote through to post shipment after sales care
- Deal with site and commercial issues and resolve them for both the company and the customer
- Feedback into HK the pipeline of upcoming work in a manner that is workable for our production, purchasing and financial departments
- Support the AR function of allocated accounts to ensure that overdues are kept to a minimum and actively work on commercial exposures to reduce them
- Perform any other miscellaneous duties to support the business and make it more profitable

Knowledge and skills required:

- German Language at native level
- Working for a large organisation having carried out a multitude of operational and commercial tasks to develop the business
- Displays a good level of I.T with proficiency with Outlook packages.
- Confident with the ability to build rapport quickly and easily with customers and internal stakeholders.
- Must have good communication skills at all levels.
- Good team player and driven to succeed in a customer orientated environment
- Have a driving licence
- Willing to travel and stay away from home when needed.
- Technical sales skills ideally working in a product led environment requiring interpretation of drawings (Full training will be given)
- An understanding of Manufacturing
- Background within another KES, OEM or customer environment would be desirable
- Social media and marketing experience
- Face to face selling experience

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.