

Job advertisement

BIZERBA

Key Account Manager - Retail Division

**The Open World of
Finest Weighing Solutions.
Since 1866.**



Although Bizerba has not invented the weight, we have definitely paved the way for modern weighing technology. Since 1866, our name - like no other - has stood for efficient weighing, slicing and labeling solutions. Today, we operate in 120 countries with approximately 3.900 employees.

Country

India

Location

India

Business division

Retail

Availability

2 month

Our contact

prerana.chaudhari@bizerba.com

For our location India we are looking for

Key Account Manager - Retail (m)

Your tasks

- Preparing a Market Survey Report to estimate market growth potential.
- Identification of New key accounts in the Industrial sector.
- Horizontal and vertical presentation in Key Account. Produce outline designs
- Build-up of a database of min 5-7 key contacts in each Key account.
- Develop excellent relationship with each contact in every Key account
- Segmentation for the products including identification of key accounts in this segment.
- Generating a Business Plan for each product.
- Building up of the database and relationship building.
- Customer feedback system on sales, products and service

Reference code

BPIL-Retail

Our offer

At Bizerba, we bring together the traditional values of a family-run company and the international career development opportunities of a globally operating group. That is what we call "Bizerba Open World" and we are looking forward to developing this further together with you.

Your profile

- BE Mechanical / Production with 2-5 year relevant experience
- Relevant experience with selling solutions and application orientation, Key Account development and Channel Selling at a high level
- Product Range - Retail Scales, Slicers, Meat processing, Retail Software, etc

Your application

We are looking forward to receiving your convincing application - specifying the earliest possible date of joining and desired salary.

Bizerba India Pvt. Ltd.

Contact person - Prerana Chaudhari
Postal Code - 400 701 City - Navi Mumbai
India.

prerana.chaudhari@bizerba.com

www.bizerba.com