



Brandunit B.V., a Dutch toy wholesale and distribution company, is hiring a

KEY ACCOUNT MANAGER for the countries Germany (D), Austria (A) and Swiss (CH).

This is an exciting opportunity for a motivated individual seeking plenty of progression opportunity in a sales career. The key account manager (KAM) role provides a combination of independent customer responsibility and cross-functional collaboration with our team members in The Netherlands focusing on implementation of Brandunit's initiatives to launch new exciting toy brands in DACH.

Job duties and responsibilities:

- Development of business plans by established and new accounts, developing strong customer relationships fostering sustainable growth.
- Drive revenue, profit, and market share linked with the account.
- Identify strong local partners to develop new retail and distribution channels.
- Complete sales presentations to customers, including product promotion, sales data information and outline brand marketing and category strategies.
- Work with marketing to develop, manage and analyze sales and promotional plans, within budget, to support the sales of Brandunit's Toy brands.
- Analyse and monitor sales objectives by forecasting and developing seasonal and annual sales quotas; projecting expected sales volumes and profit.
- Collaborate with internal departments finance and supply chain to manage customer order flow efficiently and cost effective.
- Attend and participate in major International Toy Trade Fairs as well as local fairs (e.g. Hong Kong and Nurnberg).
- Analyze and track competitive activity and proactively develop plans and programs to improve performance.
- Provide management with accurate sales forecasts and detailed assessment of the factors influencing the sales volume.

Skills required:

- Proven track record in Key Account Management with 3+ years frontline experience
- Experience in Toys/FMCG market is highly preferred
- Fluency in German language, spoken and written
- Ability to prioritise, organize and analyse with a solution driven attitude
- Strong business judgement, negotiation and presentational skills with an ability to influence others
- Advanced skills in MS Office (Excel, Word, Outlook, PowerPoint)
- Full time available and willing to travel in DACH

About Brandunit:

Brandunit is a Dutch wholesaler and distributor in the toys, merchandise and stationery products. We offer over 110 brands and officially distribute for brands like Nikko Toys, Science4You, WeeCool, DiamondDotz and more. You are going to be part of an ambitious team with a lot of experience within the toy industry.

Brandunit offers you the freedom and opportunity to work on your career and you will receive a competitive salary.

Interested? Contact us:

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