

The key to success



You want to take the lead? And do so in an international business that has people and pets all over the world excited about its products? Then Mars is the right place for you. You will be holding the key that advances your career through a wide range of tasks from day one: freedom to set trends with a global player in an open work environment at a family corporation where success is based on the responsibility of each individual and goals are achieved together. Strengthen our team in our Petcare segment:

European eCommerce Key Account Manager (m/w)

Be the key customer contact representing Mars Petcare in day-to-day inquiries and in key account negotiations! As European eCommerce Key Account Manager it is your responsibility to manage the European activity plan as well as the local plan alignment online business including but not limited to managing online sales plans and execution, brand and corporately developed sales and marketing programs presentation on retailer sites, coordination of digital marketing campaigns and best in class product presentation with eCommerce Trade Content & eMerchandising managers. You are in charge of driving the growth of our key European eCommerce customer, in line with the agreed company strategy. It is your key accountability to implement, measure and monitor the performance of each account plan taking decisive action to deliver sales revenue in line with plan. Working cross functionally, running the account team day to day across category management, customer service and supply chain, whilst liaising with the local teams to align on core account strategies are part of your daily work.

You have a University Degree in a business related discipline and 3-5 years of working experience as well as the following qualifications:

- Ideally experience in successfully managing key accounts in FMCG, Consumer Durables/Lifestyle or B2B
- Passionate about eCommerce with an entrepreneurial spirit
- Ideally national or regional chain experience, familiar with all aspects of a chain's corporate and store operations, having gained the skillset to manage the chain through product category management expertise
- Well organized, excellent time management, presentation and negotiation skills
- Strategic planning and business acumen and commercial awareness, analytical thinking
- Mobility required with 40% travel
- Excellent German language skills

We are offering you the opportunity to write your own success story. Become a member of an experienced team at one of the most successful brand producers in the world, and benefit from global training and development, for example, through our Mars University. You can expect a broad range of benefits, opportunities for advancement and attractive conditions.

Please apply directly at www.mars.de/karriere