

United Kingdom Jobs Expertini®

Account Manager

[Apply Now](#)

Company: Firmenich

Location: United Kingdom

Category: other-general

Job title – Account Manager - Taste

Location– Sharnbrook, Bedfordshire, England, United Kingdom

Job model– Hybrid

At dsm-firmenich, being a force for good is not optional. Diversity, Equity & Inclusion is a shared responsibility woven into our daily work, benefiting to our People, Customers & Communities and driving business value. Equal access to opportunities is a given, belonging is a shared feeling, authenticity is celebrated.

Your key responsibilities

The Account Manager: Taste is responsible for promoting and selling a variety of Taste solutions to agreed targeted customers, as well as grow sales sustainably, increase profitability and build long term client relationships.

Define the Taste potential for all your customers, then develop account objectives and a commercial strategy

Understand and document the competitive landscape and implement actions through Account Plan for strategically identified customers.

Drive proactivity and build a strong business potential - Maximize Vitality and secure strong pipeline and high conversion

Develop successful working relationship with (new and existing) clients, establish dsm-firmenich as key partner to obtain briefs for profitable business.

We bring

Expect an inspiring journey of fun, learning and be part of a transformational journey for Taste

To play a key role in our purpose to improve the quality of life of our workforce, our families, our local communities and society at large

To be part of a company shaping a strong legacy through breakthrough industrial innovations and technology

To be part of a winning team that challenges the status quo and has the hunger for success.

You bring

Bachelor's degree or diploma in Food Technology / Food Science/Commercial

Minimum 5 years working experience in sales and or business development within the food and beverage industry

3 – 5 years working experience in product development in the food and beverage industry

In the absence of relevant qualifications, experience in the relevant field and at the relevant level will be considered

A proactive growth mindset and a can-do attitude

Entrepreneurial spirit

#ext

[Apply Now](#)

Cross References and Citations:

- 1. Account Manager [Bangkokjobs](#)Jobs United KingdomBangkokjobs↗**
- 2. Account Manager [Flightattendantjobs](#)Jobs United KingdomFlightattendantjobs↗**
- 3. Account Manager [Searcheruropeanjobs](#) Jobs United KingdomSearcheruropeanjobs ↗**

4. Account Manager Medicalassistantjobs Jobs United Kingdom Medicalassistantjobs ↗
5. Account Manager Teacherjobsnearme Jobs United Kingdom Teacherjobsnearme ↗
6. Account Manager Anyeventhire Jobs United Kingdom Anyeventhire ↗
7. Account Manager Hongkongjobs Jobs United Kingdom Hongkongjobs ↗
8. Account Manager Petsjobs Jobs United Kingdom Petsjobs ↗
9. Account Manager Internjobs Jobs United Kingdom Internjobs ↗
10. Account Manager Dublinjobs Jobs United Kingdom Dublinjobs ↗
11. Account Manager Sportsjobs Jobs United Kingdom Sportsjobs ↗
12. Account Manager Sapjobs Jobs United Kingdom Sapjobs ↗
13. Account Manager Southafricajobs Jobs United Kingdom Southafricajobs ↗
14. Account Manager Losangelesjobs Jobs United Kingdom Losangelesjobs ↗
15. Account Manager Devopsjobs Jobs United Kingdom Devopsjobs ↗
16. Account Manager Businessjobs Jobs United Kingdom Businessjobs ↗
17. Account Manager Oilandgasjobs Jobs United Kingdom Oilandgasjobs ↗
18. Account Manager Financialjobs Jobs United Kingdom Financialjobs ↗
19. Account manager Jobs United kingdom ↗
20. AMP Version of Account manager ↗
21. Account manager United kingdom Jobs ↗
22. Account manager Jobs United kingdom ↗
23. Account manager Job Search ↗
24. Account manager Search ↗
25. Account manager Find Jobs ↗

Source: <https://uk.expertini.com/jobs/job/account-manager-united-kingdom-firmenich-c7a1daa0ef/>

Generated on: 2024-05-04 by [Expertini.Com](https://www.expertini.com)