

## Key Account Manager

Our client is a global trading company with over 250 employees worldwide, which was founded over 100 years ago and now is a part of one of the largest trading houses in the world. The core competencies of the organization include design and distribution of goods such as apparel, shoes, luggage, outdoor products, deco, kitchen items, etc. To enhance the growing business of our client, we are seeking a proven Key Account Manager to deal with biggest German retailers.

**Location:** Norderstedt

### Job description:

- Overall responsibility for apparel product range, including selling and procurement of products within the wholesale business (mass market), and driving growth
- Identifying customer needs and creating/providing customized or individual solutions
- Analyzing sales data, monitoring trends, and forecasting textile demand
- Negotiating prices and contracts to optimize procurement conditions
- Developing sales and revenue strategies and maintaining existing business relationships
- Strategic and conceptual procurement of all apparel products, including developing and implementing new procurement and delivery strategies
- Establishing and strengthening a global business network by enhancing international cooperations and placing orders with the suppliers
- Collaborating with design and sourcing teams to research and interpret market trends, driving product sourcing, creating an exciting, cost appropriate product range, and presenting it in a appealing way that ensures high level of credibility with the client

### Requirement:

- Successfully completed education in business or any other similar field
- Several years of professional experience in a similar position, ideally in textile or apparel
- Experience in the discount/mass market sector preferred
- Industry- and product-specific knowledge in procurement, production, marketing, and sales of apparel
- Proven track record in developing a strong team to ensure business success
- Strong analytical skills and sound knowledge of commercial calculations, budget planning, and cost management
- Creative mindset and entrepreneurial spirit
- Proactivity in building relationships with internal and external parties
- Fluency in English and German

### Our client offers:

- Versatile and exciting area of responsibility in an international environment
- Pleasant working atmosphere in modern office space
- Mobile working
- Bicycle leasing scheme through "JobRad" and bicycle parking
- Free drinks: coffee, tea, and water
- Employee Assistance Program
- Cooperation with Fitness First
- Corporate events

If you believe you meet the criteria to apply for this role and want to be a part of a growing international business, please send us your detailed CV to [application@remel-es.de](mailto:application@remel-es.de).