The ideal **Key Account Manager** is responsible for developing and growing of new and existing customers; to actively grow business with them in a manner which drives category sales for the mutual benefit of both the company and the customer.

**Responsibilities Include:**

* Use an innovative approach to new product listings by understanding in depth the needs of potential new customers and which product types and formats would appeal to their customer base.
* Build into the sales plans innovative marketing and promotional activity to increase product awareness and drive category sales with each customer.
* Understand the challenges in the marketplace for products which may be supplied by the company and use this knowledge to propose new supply opportunities through the organization.
* Develop relationships outside of the category team with all customers to ensure they understand the range of products the company can offer.
* Be innovative in all aspects challenging the status quo to propose new packaging and marketing as required to drive category sales

**Requirements for the Role:**

* 5+ years in the produce industry
* Bachelor’s degree or equivalent experience
* Strong negotiating skills
* Ability to set priorities to meet deadlines and accomplish goals
* Should possess excellent verbal and written communication skills