



Key Account Manager M/F

Would you like to be part of the adventure and play an active role in the growth of our company in the industrial supply chain sector?

Quick decision-making and responsibility: are you looking for a company that listens to your suggestions?

We're offering you the chance to play a key role in our organisation.

Before we tell you about your future assignments, let us tell you why you should choose us!

BUFAB FRANCE means :

- Experiencing a corporate culture based on trust, expertise and friendliness
- Practising a rich profession that evolves according to the issues encountered
- Working in a dynamic team and interacting easily with everyone thanks to our Scandinavian culture.

YOUR ROLE :

BUSINESS DEVELOPMENT

Examination of the characteristics of the sector, market, territory and portfolio

- Drawing up sales development plans to win new key account customers
- Formalise action plans tailored to key account customers
- Develop sales and profitability (% gross margin)

PREPARING AND NEGOTIATING TENDERS

- Examination of specifications and invitations to tender to ensure that the customer's requirements are properly reflected in our tools
- Preparation of responses to invitations to tender in collaboration with the relevant departments
- Presentation and negotiation of tenders

PROMOTION OF COMMERCIAL RELATIONS AND PROJECT MANAGEMENT

- Steering projects aimed at improving customer service quality in line with our best practices
- Implement a relational action plan (business review with target customers, lobbying, regular physical presence at customers' and prospects' premises, networking, etc.).
- Diversify the economic sector of its portfolio of around 100 customers

MONITORING COMMERCIAL ACTIVITY

- Report on activities
- Fill in and use tools (ERP, CRM)
- Sharing information internally on projects with our customers and prospects (multi-disciplinary meetings).

ABOUT YOU

3 years' higher education in business with at least 3 years' experience in industry.

Knowledge of the industrial environment with its constraints and challenges.

Ability to make proposals, with a desire to acquire new market share.

Ability to build a relationship of trust.

Ability to construct sales prices independently and in line with expected targets.

Professional English, read, written and spoken.

WHAT WE CAN OFFER YOU

A stimulating international environment that values your strengths, your ideas and your commitment!

Quality of life at work is important to us.

Work-life balance:

- Teleworking Charter
- Autonomy and flexibility in work organisation
- Sports committee
- Indoor/outdoor facilities for meals and relaxation

Employee benefits :

- Mandatory retirement savings plan
- Incentives and profit-sharing
- Luncheon vouchers
- Holiday vouchers
- Attractive family health insurance.

You will benefit from an international induction programme at our head office in Sweden to get to know the Bufab Group.

Open-ended contract position based in Corbas (69).

Remuneration commensurate with experience, plus variable salary and company car.

Where skills are equal, priority will be given to disabled workers and other beneficiaries of the employment obligation.

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About Bufab

Today, the Bufab group has over 1,750 employees and 50 wholly owned subsidiaries in 28 countries.

Our employees are what makes our success. We offer freedom, responsibility and development opportunities in one international environment and in a company characterized by entrepreneurs. At the same time, we maintain a lot of the company's family feeling that we have had with us since we were founded in 1977.

Read more about us at www.bufab.com.