



OTTOBAUTHENTIC

Let's Talk... we're looking for:

KEY ACCOUNT MANAGER – CONSUMER
(Pharma/Health/Nutraceuticals)
Parktown, Johannesburg
Salary: Neg.

Responsibilities:

- ⓑ Key propose will be to establish new business and listing development (SO & Non-Scheduled Front shop)
- ⓑ Establish relationships with key customers
- ⓑ Identify and scope new market development within the responsible accounts – to drive listing and distribution gain
- ⓑ Establish first time listings and infill into key customers (this will require scope work i.e. determining the buyers in category etc.)
- ⓑ Stock management and merchandising
- ⓑ Tactic & Strategic development
- ⓑ Client Relationship Management
- ⓑ Account Planning
- ⓑ Customer Service
- ⓑ Negotiation and Trading Terms Management
- ⓑ Collaboration: Work closely with internal teams, including sales, marketing, and operations, to coordinate efforts and deliver integrated solutions to key accounts.
- ⓑ Risk Management
- ⓑ Business Development

Education:

- ⓑ Matric
- ⓑ Bachelor's degree: Pharmaceutical Sciences, Life Sciences, or Business Administration

Experience:

- ⓑ FMCG experience - Spar, PnP, Shoprite & Ok
- ⓑ Corporate Pharmacy (Clicks & Dis-Chem, Independent wholesale and buying groups)
- ⓑ Proven experience in key account management, preferably in a similar industry (Pharma, Health/Nutraceuticals) – Front shop basket focus
- ⓑ Experience in Emerging/Informal trade will be advantages i.e. Masscash ,Massmart, Jumbo , Cash & Carry etc.

Behavioural Qualities:

- ⓑ Performance Driven, Goal Oriented and Ambitious
- ⓑ Self-Motivated, Passionate and Accountable
- ⓑ Strong & Effective Communicator
- ⓑ Take Initiative & be resourceful
- ⓑ Good Business Judgement & Acumen
- ⓑ Customer centric

Kindly note: If you have not heard from us within 7 working days, your application was unsuccessful.

How to Apply: Please submit your resume to: elsa@ottobauthentic.co.za and use the job title as the subject.