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## Key Account / Project Manager DIY and Retail Nordics

suki is in over 40 European countries the reliable independent partner of the European DIY and builders merchants trade. In the areas of hardware, hand tools and self-adhesives, suki develops customised solutions for product ranges, presentations, logistics and services. We are experienced space optimisers, flexible problem solvers for our customers and the leading supplier in our product range categories. With the widest product range in the industry, certified craftsman quality, excellent services and logistical brilliance in closely networked international structures, we deliver exactly what the trade needs. And we always have the end consumer in mind. The brand portfolio ranges from our own brands, suki, fix-o-moll and Magnodur, to integrated manufacturer brands and retailers' own brands.

### Your tasks:

- Consultation and follow up on existing key accounts in Nordics (Sweden, Finland, Norway and Iceland)
- Proactive customer management with a focus on business management indicators and breakeven analysis
- Trustful and transparent customer relationship management
- Coordination and execution of sales projects with international project coordination between mentioned countries and Germany
- Development and expansion on existing customer listings
- Identify consumer / retailer needs and wants by category expertise, to help business meet demand
- Development of new customers in existing distribution channels and development of new distribution channels
- Revenue and contribution margin responsibility

### Your profile:

- Experience in key account and/or commercial product management with experience in retail activities especially DIY
- Capability to build customer relationships and to create independently sales decisions
- Excellent communication skills at all levels
- Decision oriented and self-confident appearance
- Service and customer-oriented thinking
- Analytical skills
- Affinity for product and range development
- Logistical skills and knowledge would be an advantage
- Knowledge of technical ranges (e.g. Hardware)
- English is a must and further languages are also of benefit but not a must, e.g. German

If you can identify yourself with the position as described above and your skills set match the profile we require, please send your application including cover letter and CV to: [bewerbung@suki.com](mailto:bewerbung@suki.com)

### **suki.international GmbH**

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