

VACANCY

KEY ACCOUNT MANAGER

SPAAS CANDLES is a **unique company**. With its rich history, this family-owned company has since its incorporation in 1853 specialised in the production and commercialisation of quality candles. Since then, Spaas has been growing and expanding internationally, and is now one of Europe's market leaders in the candle market.

To support our well-developed sales organisation, we are now looking for a **unique candidate** in the UK. A born salesperson with a heart for interior design. A fresh look with years of experience. Enthusiastic and ambitious.

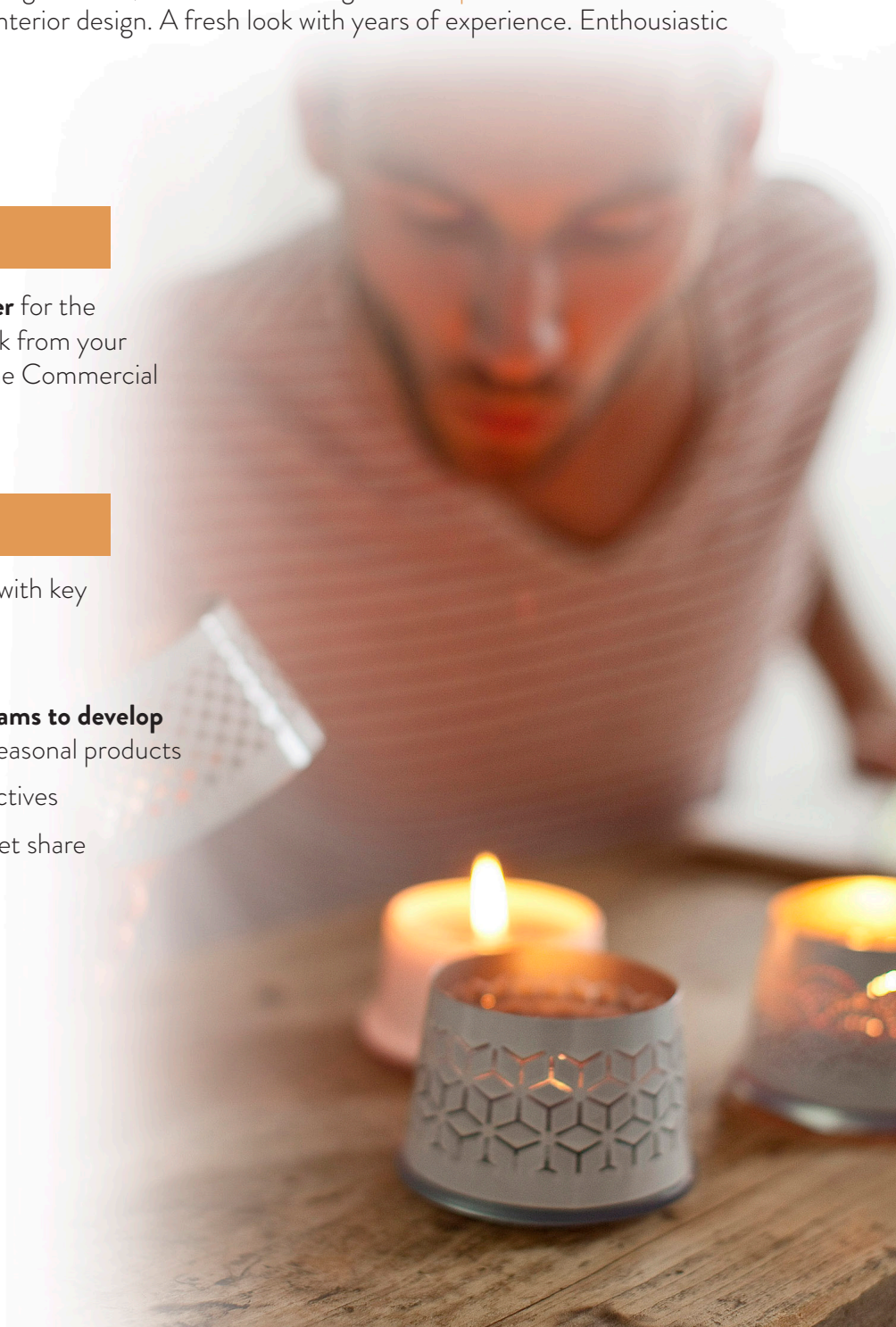
Sounds like you?

YOUR JOB

You will be the **Key Account Manager** for the Spaas customers in the UK. You work from your home office and report directly to the Commercial Director.

YOUR CHALLENGES

- **Developing existing relationships** with key existing customers
- Developing range reviews
- **Work with buyers and category teams to develop own label products** and work key seasonal products
- Achieve mutual performance objectives
- Help increase our customers market share



YOUR PROFILE

You have:

- a full **understanding of trading with Grocery**, ideally Own Label and Branded consumer goods
- **experience in managing retail national accounts**
- a strong knowledge of the Asda account would be a plus

You are:

- a born salesperson with a professional look
- customer-oriented, analytical, convincing, ambitious
- **impactful delivering solutions and results**
- ideally based in the North

You can:

- influence and negotiate like no other
- be energetic, engaging, tenacious and innovative

WE OFFER

An exciting job at a stable company; a pleasant, stimulating working environment with short communication lines.

SPAAS COMPANY

Inspire. Add a touch of warmth to everyday life. That is the mission Spaas wants to carry out. Besides creating quality candles, we wish to add a touch of luxury, design and cosiness to our candles.

Spaas is always working on new and innovative ideas, besides having a rich history. Founded in 1853 in Belgian city Hamont, Spaas has grown to be a market leader in Belgium and an important player on the European market. With 275 colleagues and growing, Spaas had its head office in Hamont and an extra production plant in Poland.

Interested?

Send your motivation letter
and resume to
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