



NEW FLAG GMBH

Joining Forces Key Account Manager (Junior & Senior) - International Sales (m/f)

OUR COMPANY IS EXTRAORDINARY, AND WE NEED YOU

- Only years after its founding, New Flag GmbH is one of the biggest Movers and Shakers in the Hair and Beauty Industry
- Our out of the box ideas and strategies set us apart from the competition and make us unique
- We provide customers with exceptional service, quality and professionalism every day
- We change people's lives with our brands by delivering innovative trends and new standards
- With Tangle Teezer®, invisibobble®, beautyblender®, Olaplex and Urban Alchemy, just to name a few, we revolutionize the retail and professional market around the world

THE INTERNATIONAL SALES TEAM

- Our hero brand invisibobble® is sold in over 70 countries and we continue to expand our portfolio with key customers and new partners. We concentrate on exploring new markets like South America and Asia Pacific and further grow our current focus markets USA and Europe
- To expand our team in Munich, we are looking for a Key Account Manager International (Junior & Senior) to start with our team immediately

YOUR ROLE IN OUR TEAM

- Strategic and operational management of existing key accounts in Europe, CEE, Russia and Asia Pacific
- Drive market development and acquire new customers in Southern America and Asia based on solid research and analysis
- Expanding the relationships with existing customers by continuously proposing solutions that meet their objectives
- Monitor and drive strategic customer growth based on planned targets for retail and professional distribution
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Align customer portfolio strategy with our product and brand vision
- Identify new sales approaches and new sales channels to further grow the business
- Deal management including price calculations and negotiations, offer management and follow up deal closing
- Constant observation of ongoing market trends and developments in the beauty industry as well as close competition monitoring
- Drive distribution management and negotiate product listings and new in-store placements
- Monitor and guide customers with PR, social media and marketing activities
- Serve as the link of communication between key customers and internal teams such as marketing, brand management, and customer care
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Ensure the correct products and services are delivered to customers in a timely manner

WHAT WE ARE LOOKING FOR

- Completed studies (economics or other) or equivalent education (for the junior position a bachelor's degree is required)
- Proven experience as key account manager (first working experience in sales and/or marketing for the junior position)
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- You have a pronounced interest in the beauty & hair industry
- Excellent organizational skills
- Ability in problem-solving and negotiation
- You are a highly self-motivated and sales driven personality
- You quickly adapt to a new environment and can take over your own tasks right from the beginning
- You are creative and want to make a difference
- You are a team player and eager to learn new things
- Excellent MS-Office skills (Excel, PowerPoint)
- Fluent in English, written and spoken

WHAT WE CAN OFFER

- An international work environment in a fast-moving company and a highly motivated team
- Exciting & varied tasks and own project & customer responsibility
- Freedom to implement your own ideas and to drive the market forward by identifying new trends
- Diverse development potentials within the team and company
- Attractive fitness co-operations, free fruit basket, coffee, drinks and beer tap
- A modern workplace in the heart of Munich with excellent public transport connections, surrounded by nice restaurants and close to the English Garden

Are you ready for a challenge and want to join our team?

Please submit a cover letter and CV (English): Julia Höke, julia.hoeke@new-flag.com