

LPR (La Palette Rouge) is the red pallet pooling specialist with 25 years experience in the fast-moving consumer goods sector. With our innovative pooling systems for pallets, our unique personal approach and our network of more than 104 depots in Europe, LPR has assumed a leading position in Europe. Handling more than 75 million pallets a year, we provide a full pallet service for all parties in the chain: customers, manufacturers, distributors, and retailers.

We cherish our corporate values, encouraging team spirit, personal growth, respect, entrepreneurship and innovation. LPR is a division of Euro Pool Group, the largest logistics service provider of reusable standard packaging in Europe. LPR employs more than 280 people in 9 countries.

In that context, our subsidiary in **Germany** is looking for a

## COMMERCIAL MANAGER (M/F) Permanent (Full-Time) – Bornheim - Germany

### PURPOSE OF THE JOB

Develop and manage the commercial strategy, the business development and the commercial budget. Maintain and develop relationships with existing clients and prospects in order to meet growth expectations in term of revenue and profit.

### KEY ACCOUNTABILITIES

#### 1. Business Analysis and Development

Make business analysis, participate in the development of overall commercial strategy and take ownership of the selling process in order to acquire new business and develop existing one.

*Core activities:*

- Ensure external communication from commercial point of view in coherence with Marketing Department.
- Define commercial strategy and list of prospects to be approached.
- Make business analysis and manage and support the business development.
- Develop sales proposals in line with customers and prospects requirements.
- Propose innovative ideas to improve the commercial performance of the company.
- Ensure financial criteria are met and business risks are managed properly.

#### 2. Relationship Management

Maintain relationships with existing customers and prospects in order to guarantee customer satisfaction.

*Core activities:*

- Ensure excellent (key) account management.
- Ensure appropriate customer service.
- Participate in networking events.
- Follow contracts implementation and renewal.

### PROFILE

- Minimum 8 years of experience in a Business Development role in Logistics, retail or FMCG B-to-B environments
- Excellent negotiation and communication skills
- Master degree in Business Administration or equivalent degree
- Experience within a matrix and/or international environment

- Excellent verbal and written communication skills in English

**CONTACT:**

For further information or to apply, please contact [hr@lpr.eu](mailto:hr@lpr.eu) we are looking forward to receiving your application in English. Your application will be dealt with in the strictest confidence.