

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, LPR has assumed a leading position in Europe. Handling more than 92 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 300 people in 9 countries.

We are looking for a

## STRATEGIC ACCOUNTS MANAGER (M/F) Permanent (Full-Time) – UK

### PURPOSE OF THE JOB

Develop key account strategies for a portfolio of pan-European customers and prospects which do require a centre point of contact and cooperation regarding the implementation of account strategies in view of the objective of accelerated sales growth & profitability.

### KEY ACCOUNTABILITIES

#### **1. Business development with prospects**

Participate in the business growth by developing commercial strategies to win an increased “share of the wallet” with major prospect accounts

##### *Core activities:*

- Develop pro-active approach to identify key targets on FMCG market
- Ensure that the business development strategy is aligned with the company's objectives.
- Set up sales plans which meet the prospect needs focused on added value services and solutions.
- Develop interface strategies for each of the agreed accounts with the commercial teams in the involved countries
- Suggest solutions and innovative ideas to meet client needs
- Pilot commercial proposals including RFP/RFQ's which require a pan-European response and local action plans
- Conduct and conclude commercial negotiations

#### **2. Business development with existing customers**

Support renewal & business development with strategic customers in coordination with countries

##### *Core activities:*

- Participate actively to the negotiation of renewal of strategic accounts
- Review with the countries the “share of the wallet” with existing customers & formulate strategies to develop this.
- Guarantee that the offers with strategic customers are in line with LPR rules
- Coordinate and control consistency of commercial conditions for pan-European customers

### **3. Support development with selected retailers**

Work closely with the asset/ commercial teams within regions/countries to develop the relationship and the business with selected retailers

#### *Core activities:*

- Support countries to develop strong, long-term relationship with selected retailers (ex: Lidl)
- Develop business opportunities with some retailers (ex: downstream flows, private labels ...)

#### **PERFORMANCE INDICATORS**

- Success rate for new business and renewals
- Growth in volume and in € (Turnover and margin, movements).
- Customer profitability in line with Budget
- Development relationship with retailers

#### **Knowledge/skills:**

- Master's or Engineering degree.
- 10-year experience in international account management in an FMCG, retail or logistics environment.
- Strong experience of international environment
- Excellent verbal & written communication skills in English and the language in which country the function resides.

#### **Competences:**

- Commercial ability
- Results orientation
- Trustworthy, integrity
- Ability to collaborate, team spirit
- Persuasiveness

#### **CONTACT:**

For further information or to apply, please contact [hr@lpr.eu](mailto:hr@lpr.eu) we are looking forward to receiving your application.