

PASSION MAKES THE DIFFERENCE

UCC (Ueshima Coffee Company) is Japan's leading coffee company with a global turnover of more than EUR 2.5bn, operating across 20 countries with 31 manufacturing sites and over 5,000 employees worldwide.

Founded in 1933 by Tadao Ueshima in Kobe Japan; today UCC is still a family-owned company with Tadao's grandson, Mr Gota Ueshima, group CEO at the helm.

UCC is the only company in the world involved in all aspects of the coffee supply chain from seed to cup including coffee growing; we own and operate estates in Jamaica and Hawaii, as well as quality control laboratories in two major producing countries, Brazil and Vietnam; conduct bean trading, roasting, manufacturing, marketing and drive sales of own brand and private label products. UCC also distributes coffee machines and provides related services in the food service, out of home channel. In Japan, UCC operates a chain of 194 coffee shops.

UCC COFFEE is one of the 5 largest coffee roasters in the world. Our claim is the highest quality, reason why we master the whole process from the cultivation to the cup.

UCC COFFEE is a family business with Japanese roots. The perfect coffee, sustainability and long-term strategies are more important to us than short-term profit.

UCC Europe Ltd. is a subsidiary of UCC International. With a turnover of nearly EUR 550 mio and 1,500 employees, it is the largest private label coffee roaster in Europe (>70,000 tonnes green coffee per annum).

With local teams based in all of Europe's major coffee markets, we deliver relevant market-leading products and services in local markets and can collaborate with businesses across geographies. Our customers benefit from the combination of our global, regional and local expertise. We have a unique Total Coffee Solution that we deliver through our pan-European Business Units for Out of Home and Retail.

UCC EUROPE is headquartered in London and includes local business structures across Europe (UK, Ireland, BENELUX, Nordics, Switzerland, Austria & Germany, Spain, Portugal, Italy & France). Our Export business supplies major markets in Eastern Europe, Asia, Africa and the Middle East.

UCC COFFEE SWITZERLAND is the regional organization for Germany, Austria, and Switzerland. Despite our size, we are regionally anchored: we operate four roasting plants in Switzerland and foster our traditional Swiss brands. We are the market leader in retailing of our own brands and compatible capsules, are a strong partner for the catering industry with the Total Coffee Solution and bring the best coffee to many Swiss offices with the Office Coffee Solution.

Ambitious at the sales front?

For the expansion of our sales department, we are looking for a personality to appoint as a

Key Account Manager 100% (m/f/d)

Work location Switzerland and Germany

This function includes the following tasks

As a Key Account Manager, you will be jointly responsible for the acquisition, support and further development of key account customers in the Office Coffee area and in System Gastronomy. This includes personal visits to potential new customers and stakeholders as well as the regular care of existing key accounts and the planning, implementation and control of sales activities to achieve the defined goals. Whether it's cold calling, lead generation, telephone sales or making appointments, you have the know-how and the power to tackle sales on your own. The customer does not come by itself, what is needed are practicable, effective and efficient measures that quickly lead to the acquisition of new customers.

Thanks to your passion for good coffee in all its varieties, you know how to offer our high-quality products competently and professionally and thus inspire our discerning clientele. You let the customer immerse himself in the world of coffee and find the right blend for the right machine with him

Our requirements for the future job holder

- Completed professional apprenticeship
- Already have experience in sales field service and customer acquisition
- Negotiating skills and perseverance
- Communicative, customer- and solution-oriented personality
- You are in possession of the driving licence cat. B
- You enjoy working with various IT systems
- German as mother tongue, good oral English skills
- Great willingness to travel Switzerland / Germany

Our offering

- An attractive overall package of good employee conditions, social benefits and employment conditions
- Individual promotion, development, and training opportunities
- Team spirit – in a committed, high-performing, and multicultural team
- Transparent, dynamic, and agile environment
- Modern workplace in a constantly growing company
- Mobile working

Do you have any questions?

Our Regional Director Northern and Eastern Europe, Elaine Swift, is available for additional information on +44 (0) 1908 275 520

Do you want to immerse yourself in the fascinating world of coffee?

The application may be in English or German.

Then we look forward to receiving your

complete application documents by e-mail to:

Markus Andres, Head of Human Resources,
personal@ucc-coffee.ch

UCC

**Every coffee,
every moment**