

# PASSION MAKES THE DIFFERENCE

**UCC** (Ueshima Coffee Company) 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 COFFEE SWITZERLAND in Zollikofen near Berne** is the regional organization for Germany, Austria, and Switzerland. Despite our size, we are regionally anchored: operating four roasting plants with just over 100 employees in Switzerland we foster our traditional Swiss brands Cafés Raygil, Rosca Caffè, Sima Kaffee, Giger Café, Merkur Kaffee and Mövenpick. We are the market leader in retailing of private label brands and compatible capsules and we are a strong partner for all businesses with the unique "Total Coffee Solution".

## **A successful career as a key account manager?**

As Key Account Manager you are responsible for the development, implementation, and monitoring of the sales strategy of UCC COFFEE SWITZERLAND. Achieving sales, volume and profitability targets for your customer portfolio is a crucial task. Would you like to drive the Coffee business in Switzerland forward and offering key partners a "Total Coffee Solution"? Then come and join us! We are looking for a dynamic and results-orientated personality with sales talent and great commitment to expand and deepen our Coffee presence in the Out of Home Channel in Switzerland, Germany and Austria.

We offer areas of responsibility and tasks in which you can really make a difference.

## **Key Account Manager Out of Home 100% (m/w/d)**

Work location: Hybrid

As a Key Account Manager Out of Home (m/f/d) at UCC COFFEE SWITZERLAND, you will be responsible for the acquisition of new as well as the support and development of existing key account customers in the Out of Home Channel to generate sustainable and profitable growth. This includes regular personal visits to customers and stakeholders as well as the planning, implementation and monitoring of commercial activities considering the overarching strategy to achieve the defined targets in terms of sales and turnover, profitability and distribution.

### **Your new tasks**

- Creating, aligning and implementing the yearly budget plans for the assigned customer portfolio
- Management and development of the assigned customer portfolio as well as leading the conceptual and strategic cooperation with the corresponding key accounts in Out of Home
- Conducting negotiations and drafting winning offers and contracts with the goal of increasing sales and turnover.
- Increasing customer profitability by developing appropriate measures based on a detailed analysis of the account P&L, the margin distribution and the relevant key financial figures
- Ongoing planning, control and optimization of sales and cost development by creating and continuously tracking customer-specific reports and key performance indicators (KPIs)
- Developing and initiating sales activities together with customers and internal stakeholders, including managing cross-departmental customer teams
- Continuously analysing, interpreting and documenting customer, market and competitor developments in order to recognize future effects on the customer portfolio in good time and take appropriate measures

Your experience and previous achievements count.

### **Relevant for the role**

- You have a degree in business administration (FH, university, or similar) or further education and degrees in sales/marketing
- You already have several years of experience (min. 3-5 years) in sales, preferably in key account management in the Swiss FMCG sector, as well as a comprehensive understanding of the Swiss out of home channel
- You are a results-orientated, committed, independent, dynamic and outgoing personality with strong analytical and sales skills and a positive attitude and charisma
- You possess a strategic, analytical and conceptual way of thinking as well as a strong understanding of sales and financial key figures
- You are a trustworthy and ambitious negotiator with strong assertiveness and persuasiveness as well as strong sales and negotiating skills
- You have the ability to quickly analyse business issues and use them profitably. You enjoy developing concepts and proposed solutions and taking the lead in their implementation
- You're passionate about Coffee
- You have above average computer skills, especially with MS Office Programms (i.e. Excel, Powerpoint, Word, Notes, etc.)
- You are business fluent in (Swiss) German and have a very good command of English and French

### **What we offer**

- 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 Head of Sales Out of Home DACH, Dominik Drazovic, is available for additional information on +41 76 803 02 08 or via e-mail [dominik.drazovic@ucc-coffee.ch](mailto:dominik.drazovic@ucc-coffee.ch).

If you want to immerse yourself in the fascinating world of coffee we're looking forward to receive your application (in English or German). Send your complete application documents (in one .pdf file) via e-mail to: Markus Andres, Head of Human Resources, [personal@ucc-coffee.ch](mailto:personal@ucc-coffee.ch)

**UCC**

**Every coffee,  
every moment**