

# PASSION MAKES THE

# DIFFERENCE



## **International Account Manager. UCC Out of Home - Global Accounts Team (m/f/d)**

**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.

A strategic and commercial OOH role working with key stakeholders to organically grow the 'Total Coffee Solution' to secure successful year on year growth within a dedicated European key account, and with room to take more responsibilities over time.

Developing effective relationships to maximise opportunities across 14+ European Markets, including Germany. Working with the Global Account Controller and UCC Global to extend and develop the business into Asia and the Americas.

### **The Role:**

- Successfully manage and develop the strategic customer relationship in our OOH sector, actively growing customer networks to build future coffee, machines, service, and side products sales.
- Deliver the volume and profit targets across all revenue streams for the account, by having a clear understanding of the main drivers of a scorecard, P&L, constantly assessing risks and opportunities within the P&L.
- Work with Global Account Controller to deliver compelling Account Plans and Joint Business Plans that deliver for UCC and our customers meaningful growth plans and conducting regular commercial reviews with both the UCC Commercial Director and customer group.
- Work closely with UCC sales, finance, supply chain, manufacturing, quality control, technical, sustainability, insights, and marketing teams across UK, Netherlands, Switzerland, France, Spain and Portugal offices, ensuring a consistent approach is delivered across multi-market customers. Extending and adapting this approach to markets where UCC has no field presence.
- Developing and initiating projects together with customers and internal stakeholders, including managing cross-departmental customer teams.
- Work knowledgeably and effectively with Finance & Procurement to understand the market, differentials and FX to develop effective strategies and recommendations for coffee and machine pricing.
- Maintaining a broad understanding of key product areas and equipment ranges and be able to illustrate business advantage to customers.
- Be familiar with the activity and products of our competitors and use this information to formulate a sales strategy.

### **The Person:**

- Commercially aware and resilient sales professional with experience in European markets
- A strategic mind-set.
- Holds a solid track record of OOH account management and growing sales within existing Accounts.
- Strong influencing, financial, analytical and negotiating skills.
- Self-driven and results orientated.
- Dynamic and creative problem solver when there is no precedent/solution.
- Strong oral/written communication skills, ability to communicate strategies at all levels.
- Clear understanding of the OOH markets along with marketing/category management.
- Enjoys working collaboratively and within a dynamic and (geographically) dispersed team.
- Energy, enthusiasm and a "can do" attitude.
- Possess above average computer skills, especially Excel, PowerPoint, Word etc.
- Excellent command of English and German.
- University degree
- European travel required.

### **What we offer:**

Basic salary, bonus, company car, 25 days holiday

- An attractive overall package of social benefits and employment conditions in a growing global organisation that aspires to be the leading global OOH coffee partner.
- Individual promotion, development, and training opportunities.
- Team spirit - in a committed, high-performing, and multicultural team.
- Transparent, dynamic, and agile environment.
- Mobile working.

**Location:** Germany / Home based

If you want to immerse yourself in the fascinating world of coffee we're looking forward to receive your application (in English). Send your **complete** application documents (in one .pdf file) via e-mail to: Markus Andres, Head of Human Resources, +41 79 744 86 39 [personal@ucc-coffee.ch](mailto:personal@ucc-coffee.ch)!

The logo for UCC (Ueshima Coffee Company) in a bold, red, italicized sans-serif font.

**Every coffee,  
every moment**