

Key Account Manager- South

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Company: Mondelez International

Location: Lahore

Category: other-general

Job Description Are You Ready to Make It Happen at Mondelez International?

Join our Mission to Lead the Future of Snacking. Make It With Pride.

You work in partnership with customers to define and execute a winning growth strategy for both Mondelez International and the customer.

How you will contribute

You will:

Develop and drive broad customer relationships across all levels with a key focus on building relationships at an appropriate level within the customer.

Execute the strategy for the customer

Ensure the delivery of JCBP (Joint Customer Business Plan).

Optimize the use of resources in order to obtain more profitability in the operations

What you will bring

A desire to drive your future and accelerate your career and the following experience and knowledge:

Customer-facing roles

Growing revenue and market share

Delivering results and problem solving

Understanding multiple customers, go-to market strategies, structure and business practices

Negotiating and influencing skills

No Relocation support available **Business Unit Summary** Mondelez International in the

Middle East, North Africa and Pakistan serves the Middle East and Africa markets as well as

Australia, New Zealand, the UK and Canada. Headquartered in Dubai, UAE, we have more than 2600 employees working across seven plants and six commercial offices; we make, bake, sell and deliver our products to customers. We are market leaders in key snacking categories with iconic global and local brands including Cadbury Dairy Milk chocolate, Milka, Oreo and belVita biscuits, Barni Cakes, Tang powdered beverage, Chiclets and Trident gum and Halls candy. Mondelez International is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or preference, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Job Type Regular Account Management Sales #J-18808-Ljbffr

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