

Univacco Holland BV - One of the leading suppliers of transfer products for hot stamping, cold transfer printing, digital printing and narrow web printing is looking for new colleagues.

For the expansion of our management and sales team, we are immediately looking for a

Key Account Manager D/A/CH (m/f/d)

Are you a long-standing sales professional in the printing and packaging industry? Do you have first-hand knowledge of the industry and the needs of printers, finishers and converters as well as distributors and resellers? Do you already have long-standing contacts with decision-makers in purchasing and technology thanks to your work in a comparable position – with pleasure also for suppliers from areas that differ from our product portfolio, such as inks, varnishes, paper, cardboard and film - and are you looking for a new challenge that will allow you to fulfil your potential and give your career a new boost? Then we look forward to receiving your application!

Your responsibilities

- Personal support for existing customers in the corresponding region
- New customer acquisition and potential development based on our sales and product strategy
- Development of a sustainable concept for market cultivation and expansion of the market position
- Independent achievement of budget and profitability targets

Your profile

- Several years of experience in a comparable position in the printing and packaging industry
- Self-confident, professional and yet personable, customer-oriented appearance
- Willingness to travel within the sales area
- Good language skills in German and English, other languages an advantage
- Proactive action and entrepreneurial thinking
- Analytical/structured way of working
- Confident handling of MS-Office
- Team spirit and social competence
- Residence in the distribution area

We offer

- A challenging and responsible job in an ambitious company
- Professional back office in Waalwijk, Holland, for technical and communication support
- Attractive remuneration package including premium brand company car
- Flat company structure in an informal working atmosphere
- Permanent employment contract
- Employment through our German branch according to German law

Your application

You are our candidate? Please send your application with details of your remuneration expectations to the attention of Mr *Fons van Delft* at the following e-mail address: hrm@univacco.eu

We are looking forward to hearing from you!

About Univacco Holland BV

Univacco Holland BV - One of the leading suppliers of transfer products for hot stamping, cold transfer printing, digital printing and narrow web printing.

As the exclusive main distributor of the global company Univacco Technology Inc., Univacco Holland BV can offer its European customers the full range of expertise of a world leader in the product segments of hot stamping, cold transfer, digital transfer, special effect transfer and holographic transfer. The company's activities are supported by the commitment and expertise of more than 600 employees around the world.

www.univacco.eu