**Job Title: Dairy Division (AM - Key Accounts)**

**Main Responsibilities:**

* Build and maintain strong relationships with Key Account clients, ensuring their needs are met and their expectations exceeded.
* Develop and implement tailored strategies to maximize sales and growth within key accounts.
* Negotiate terms and contracts with key accounts to secure favorable agreements.
* Manage key account clients and cultivate strong, long-term relationships to ensure client satisfaction and retention.
* Provide exceptional support to key clients, addressing their inquiries and resolving issues promptly.
* Analyze sales data, and prepare reports to track progress and identify opportunities for improvement.

**Education Required**

* Bachelors in Dairy or Food sciences or relevant science background.

Relevant certifications such as Certified Professional Sales Person (CPSP) or Certified Key Account Manager (CKAM) can enhance qualifications.

**Experience Required**

3–5 years of experience; candidate with past experience in QA/QC and R&D background.

**Gender: Female**

**Knowledge and Skill Requirements:**

* Proven experience managing large, high-value accounts and maintaining strong client relationships.
* Expertise in sales strategy, negotiation, and closing deals.
* Ability to analyze data and track account performance.
* Strong interpersonal and communication skills for client interaction and internal coordination.