



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer we are looking for a

Key Account Manager, Lille (France) Textile industry, Fashion, French and English

Company information

Our customer is a large Japanese multinational. The Group specialises in the manufacture of fastening products. Their ground-breaking research and engineering facilities produce environmentally sustainable products and services.

Job description

- Developing close working relationships with assigned global accounts, including departments of design, sourcing, purchasing and quality assurance
- Visiting all assigned accounts, following appropriate scheduling based on importance and contingent needs
- Acquiring and maintaining detailed supply chain info on all assigned accounts
- Conducting market research, - analysis and acquisition of new global accounts
- Analysing fashion and product trends
- Establishing sales targets for assigned global accounts
- Monitoring sales and marketing strategies for assigned global accounts
- Understanding the corporate global strategy concerning anti-counterfeit activities, including proficiency in recognizing counterfeit products
- Training assigned accounts on YKK's anti-counterfeit activities and strategies
- Supporting affiliates and other Global Marketing Representatives
- Reporting to upper management through global marketing reporting system
- Performing store audits, attending trades shows and executing all activities related to commercial monitoring of the market
- Providing sales and customer support to other account managers

Job requirements

In order to qualify for these versatile and challenging positions, required are at least the following criteria:

- Degree in Sales or Marketing
- Valid driving license, willing to travel by air
- Superior level of oral and written English language skills
- Basic knowledge of marketing tools, target-oriented
- Easy interaction with people, able to multi-task
- Available for frequent and long business trips abroad
- Available for internal and external training courses

Are you looking for a challenging role and aiming for a long-term contract with the worldleader in textile fastening materials, then please send your CV to Gert-Jan van der Lei (gj@nipponrecruitment.com) or call: + 31 6 21257183.