



**APPLY NOW**

## Overseas Distribution Company - Key Account Manager FMCG

### Key Account Manager FMCG

At **Overseas**, a renowned partner in global distribution in the Duty Free market, we are looking for a passionate and experienced **Key Account Manager** to join our Purchase Team. In this role you will be responsible for managing some strategic suppliers within the spirits, champagnes and wines categories. You play a key role in maintaining and building strong relationships, both internally and externally, and act as an ambassador for our organization.

#### Your responsibilities

- **Strategic supplier management:** You fully manage your category and build strong commercial relationships with our global key suppliers. You are the point of contact for these partners and represent Overseas with passion and professionalism.
- **Purchasing planning:** Ensure accurate purchasing forecasts and inventory management. You monitor best-before dates (BBDs), optimize inventories and analyze performance.
- **Networking and market knowledge:** Attend trade shows and events to discover new trends and products and make valuable contacts.
- **Negotiation and contract management:** Organize strategic meetings with suppliers, negotiate contracts and seek the best terms to optimize margins.
- **Internal collaboration:** Collaborate with our sales managers to determine the best pricing and product strategies. You advise them on retail opportunities and clearly communicate allocation and trading risks.
- **Reporting and analysis:** You will produce reports on inventory, depletion and supplier performance and contribute to improving our purchasing processes.

### The profile of our ideal candidate

- You have already built up experience in a Purchase/Sales role within the

FMCG industry, at least 5 years

- You think and function at master level, thanks to a master degree or a combination of a bachelor and relevant work experience
- You are fluent in Dutch and English, knowledge of French is a plus
- Excellent communication skills, both internally with colleagues and externally with suppliers
- A commercial mindset and excellent negotiation skills
- Analytical thinking skills and experience with inventory and process optimization.
- You have a natural flair for working with international key partners and building long-term, sustainable relationships with them
- You can demonstrate that you possess our core competencies. These are: cooperation - problem solving - result oriented - sense of initiative - ability to work smoothly in digital systems.
- You can identify with our core values for people: Showing mutual respect - Striving for long-term & sustainable relationships - Looking for improvements - Being transparent - Contributing to a pleasant working environment
- You work from Antwerp as a fixed base, but you are flexible and willing to travel when necessary

## What do we offer?

When you join our team you can count on:

- Working in an interesting global industry and a financially solid organization
- An attractive remuneration package in line with the skills and experience you bring
- Interesting products and staff perks

Overseas is a very ambitious company with a desire to grow strongly and rapidly. We strive to be the best in our industry. To achieve this, we want to bring top talent on board.

Overseas is all about quality, service and reliability, as an international distributor in Duty Free. We are proud of our team of driven professionals and our reputation as a reliable partner in the industry.

Does this sound like your next challenge? Then send us your CV and cover letter. We look forward to receiving your application!

You can apply via the button below.

Do not hesitate to contact us if you have any further questions at [jobs@overseas.be](mailto:jobs@overseas.be).

<http://www.overseas.be/>