



(Senior) Key Account Manager (m/f/d) - Germany

Drink More Water, together we grow.

Here at waterdrop®, we make drinking more water fun, convenient and most importantly, sustainable! Discover the world of innovative and eco-friendly hydration solutions with our fruity little cubes – Microdrinks – that save up to 98% plastic compared to drinks in 500ml plastic bottles and help score one for the planet. Our centrally-located headquarters offers a vibrant environment, featuring an on-site restaurant and gym, not to mention the opportunity to connect with prospective colleagues from all over the world. With a successful online presence, 40+ stores around the world, dedicated B2B partners and over 22,000+ retail and branded stores, we can't wait to take this journey to the next level – with you!

Your responsibilities:

- As a (Senior) Key Account Manager (m/f/d) you develop and maintain strong, long-term relationships with key clients and act as the main point of contact for key accounts, addressing their needs and concerns promptly.
- You create and implement strategic account plans tailored to each key client in one of the above mentioned markets.
- You identify opportunities for upselling and cross-selling products and services.
- You achieve sales targets and KPIs for key accounts, identify and pursue new business opportunities within key accounts and negotiate contracts and agreements to maximize revenue and profitability.
- You stay informed about market trends, competitor activities, and industry developments and you analyze client data and feedback to identify areas for improvement and innovation.
- You address and resolve any issues or challenges that arise with key accounts and proactively identify potential problems and develop solutions to mitigate risks.
- You maintain accurate and up-to-date records of client interactions, sales activities, and account plans.

Your strengths and qualifications:

- You have **extensive experience (5+ years) in a sales function** with a proven track record of meeting and exceeding sales targets.

- **Experience in the beverage or food industry is essential** for this role.
- You bring an organized, result and relationship oriented approach to managing key accounts and maximizing sales.
- You have an **existing network in the retail industry** and access to a buyers' network.
- You are **able to work in a fast-paced environment**, understand & build new processes and interact well with all cross functional departments.
- You have strong analytical and Excel skills.
- You speak **German at C2 level** and are **business fluent in written and spoken English** - every additional language is a plus.

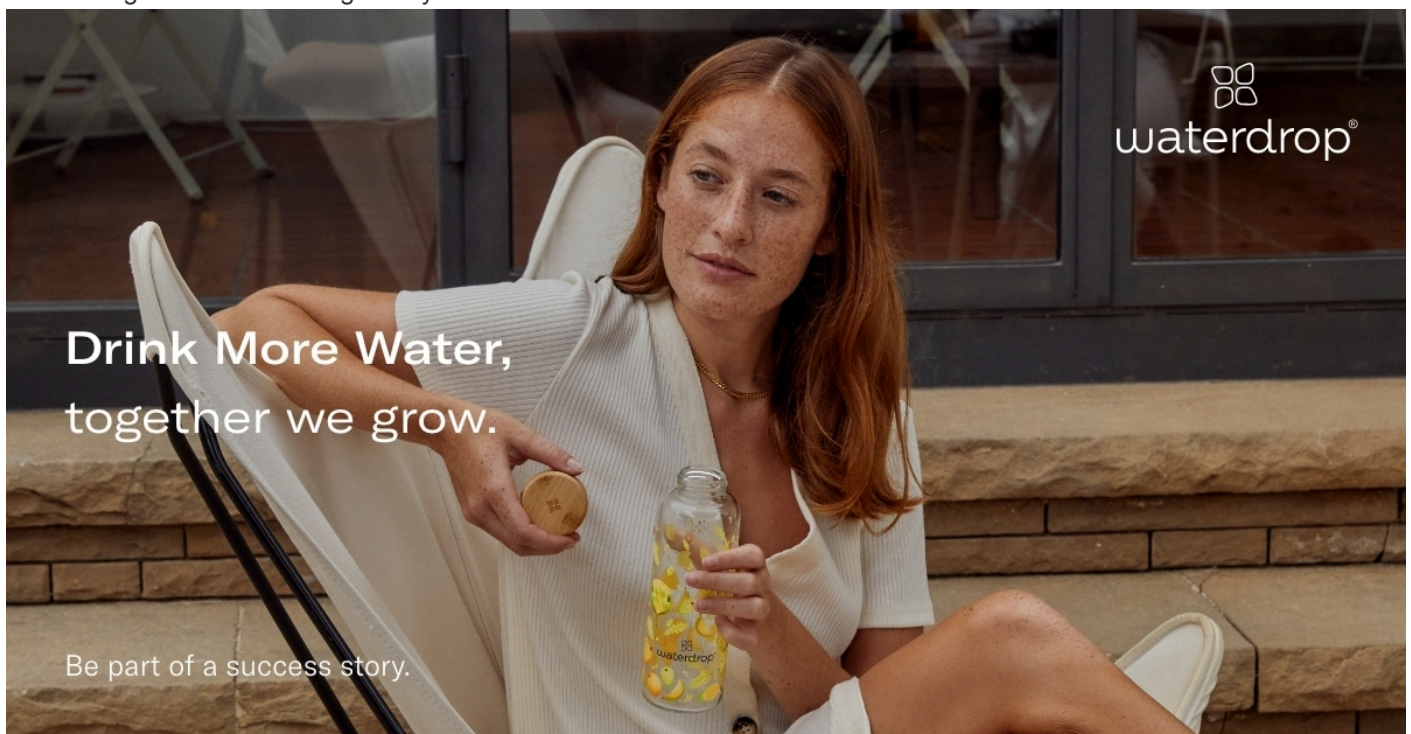
What we offer you:

- A **high-achieving, international community of waterdrop colleagues**, located in a brand-new HQ in Vienna, Austria.
- **MyClubs** sports vouchers, to have a sporty balance.
- **Monthly sports events** (Freaky Fridays), to be active and have fun with your team members.
- **In-house fitness center.**
- **In-house company doctor.**
- **In-house restaurant** with **subsidized healthy meals**, for a break with your colleagues.
- **Discount** on your waterdrop purchases.
- **Legendary summer and Christmas parties!**

The minimum salary for this position is EUR 60.000 gross per year based on a full-time employment plus a bonus payment. Compensation may exceed this amount significantly, depending on your qualifications and experience.

We work in a changing world which offers great opportunities for people with diverse backgrounds and experiences. We seek to attract and employ the best people from the widest talent pool because creating value through diversity is what makes us strong as a business and enables us to solve important problems and deliver added value. We encourage an inclusive culture where people can be themselves, are valued for their strengths and are empowered to be the best they can be.

Wanna Drop in? Send your application documents in English through our online application system. We are looking forward to reading from you soon.



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Additional information

Location	Vienna
Position type	Full-time employee
Start of work	Apr 1, 2025

Responsible

Sandra Werber