



2015 Philips Korea Recruiting

1. Job Title: Key Account Manager (특판 채널)

2. Description

Sector	Personal Health
Job Title	Key Account Manager (특판 채널)
Korean Title	Kwajang - Chajang
Function	Sales
Location	Seoul, Korea
Role Summary	Lead & manage L&I key account (Direct & Indirect) in order to achieve annual business target & improve brand exposure in L&I market.
Key Areas of Responsibilities	<ul style="list-style-type: none"> • L&I Sales planning & Execution <ul style="list-style-type: none"> - New L&I suggestion with item / Price / Deal condition - Plan Gift Season Deal program - Meet & Negotiate with customers for L&I Deal confirmation • Key Account Management <ul style="list-style-type: none"> - Contract management : New customer installation / annual contract condition & Annual target (include Rebate scheme) - Sales operation management (Sell-in / out / stocks per month) - Monthly / Quarterly / Yearly sales planning & performance mgmt - L&I Deal condition management per Biz type & Team guideline - Closing management : Sell-in closing(Kickback / Accrual), Sell-out closing (CRM tool), AR Closing (Over credit/ Overdue) - Opportunity & Risk management of Key account • Market Intelligence <ul style="list-style-type: none"> - Sell-out gathering and analysis - New L&I opportunity development
Qualifications & Requirements	<ul style="list-style-type: none"> • Bachelor's degree or above • Minimum 3 years of sales experience preferably in B2B of FMCG industry. • Knows and understands the B2B market, the key touch points and actors in developing & managing B2B customers • Ability to establish and maintain desirable relationship with B2B customers and business partners while being always in compliance with Philips business ethics • Attitude to adapt Philips culture & working process • Strong will to develop new L&I business for Philips Brand • Good written and verbal English skill