



Contact: hr.usa@verallia.com

VERALLIA GROUP

At Verallia, our purpose is to re-imagine glass for a sustainable future. We want to redefine how glass is produced, reused, and recycled, to make it the world's most sustainable packaging material. We work in common cause with our customers, suppliers, and other partners across the value chain to develop new healthy and sustainable solutions for all. With around 10,000 people and 32 glass production facilities in 11 countries, we are the leading European and the third largest producer globally of glass containers for food and beverages, providing innovative, customized, and environmentally friendly solutions to more than 10,000 businesses around the world. Verallia produced more than 16 billion bottles and jars and achieved revenues of €2.5 billion in 2020. Verallia USA Corporation is responsible for the continued commercial expansion of Verallia's broad array of products in the North America market (U.S. and Canada). To sustain its on-going business and to prepare for future growth, Verallia USA Corporation is looking for a talented, versatile team player to join the company as an Account Manager.

Position: ACCOUNT MANAGER

SUMMARY: The Account Manager will focus on maintaining current customer relationships and developing new business, primarily focusing on mid- to large-size customers.

If you are looking to be part of a fantastic journey in a fast-growing company, this job is made for you.

DUTIES AND RESPONSIBILITIES

SALES STRATEGY AND SALES POLICY

- Implement Verallia USA sales strategy
- Build own sales budget with upper management according to the company sales strategy
- Analyze the sales results and implement plans to achieve the goals set up in the budget (volume, price, margin, other objectives, etc.)
- Present monthly reports to the management to track business activity

CUSTOMER MANAGEMENT

- Manage and develop customer relationships
- Follow up the existing customer portfolios
- Meet up often with customers: prepare for the meeting, recap the meeting, and enter the action plan in CRM
- Formalize price quotations to existing and new customers according to the sales policy set up by the management
- Drive complex negotiations with customers (volume, price margin, logistic, storage conditions, payment terms, etc.)
- Secure customer business by signing multiple year contracts
- Actively hunt new customers (mid to large size)
- Actively promote new products launched by Verallia group
- Develop existing mix of skus and launch new products with customers
- Identify and analyze customers' needs to be transmitted internally to the dedicated teams

VERALLIA USA CORP.

370 Chadbourne Road, Suite C · Fairfield, California · Tel. 707 419 7200 · www.us.verallia.com



- Represent the company to external parties such as customers and distributors
- Attend exhibitions and present Verallia's product in a professional manner

OPERATIONAL MANAGEMENT

- Ensure a proper follow up of purchase orders with the CSR
- Coordinate with the CSR in order to offer an excellent service to our customers
- Consistently collect, analyze, and update the customers' forecasts in the dedicated tool for the Operation team in order to ensure a production at the factory and a timely delivery
- Handle claim management in collaboration with the Operation teams
- Make sure to follow up the financial information (such as A/R) sent by the financial teams and communicate pertinent information with customers

SUPERVISORY RESPONSIBILITIES:

- None

QUALIFICATIONS:

- Bachelor's degree in related field preferred
- Five to fifteen years of sales experience required
- Account Management in B2B industrial environment (products with short sales cycle) and recurrent business
- Experience to manage an account 360° and collaborate with the different teams
- Strong contract negotiations skills
- Thorough knowledge of territory, market, and clients
- Excellent ability to build and maintain business relationships with clients
- Organized and rigorous with attention to detail
- Excellent verbal and written communication skills
- Excellent time management skills
- Excellent relationship building
- Excellent problem-solving skills
- Capable of acting independently
- Proficient in Microsoft Office Suite, CRM, Salesforce, and SAP (or related software)
- Packaging or beverage industry knowledge a plus

COMPETENCIES:

Detail Oriented – Negotiation – Sales – Communication – Travel – Data Analysis – Reporting

VERALLIA USA CORPORATION Provides the following Benefits: Dental insurance, Health insurance, Paid Time off, Vision insurance, 401K, AD&D

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.