

## Key Account Manager | Freshia Foods Dubai

[Apply Now](#)

Company: Freshia Foods

Location: dubai

Category: other-general

### Key Account Manager | Freshia Foods Dubai

Freshia is a well established name in UAE's food and hospitality sectors. We deliver premium quality food products to thousands of supermarkets, dark stores, hotels, restaurants and homes in Dubai and Sharjah every month. We are your one stop shop for fruits, vegetables, nuts, seeds, pulses and more food products.

Freshia Foods is a leading food and beverage distribution company located in Dubai, UAE. Our goal is to deliver premium quality food products to our clients, which include supermarkets, dark stores, hotels, restaurants and homes, in Dubai, Sharjah and Abu Dhabi. With over 500 products, we make sure our clients have a wide variety of selection to choose from. We are growing our sales team and are looking for a an experienced executive with experience in sales of food products to HORECA industry.

### Key Account Manager | Freshia Foods Dubai | Apply Now

#### Responsibilities

- Establish and nurture strong relationships with key decision-makers and influencers within the HORECA industry.
- Develop new business with existing clients and/or identify areas of improvement.
- Negotiate contracts, oversee client onboarding, maintain client relations.
- Maximize division profitability by implementing initiatives in alignment with the stakeholders.
- Actively manage P&L for the assigned business unit / clients.
- Collaborate with the management team to develop and implement short term and long-term

business goals for the business unit.

- Provide inputs to formulate the annual business plan and strategic activities and ensure the set targets are achieved.
- Foster a success-oriented, accountable environment within the company.
- Develop innovation, business plans and annual Division budget.
- Ensure the timely and successful delivery of our solutions according to customer needs.
- Forecast and track key account metrics (e.g., quarterly sales results and annual forecasts).
- Represent the organization at trade exhibitions, events etc. to promote sales.
- Drive high customer focus within the organization.
- Ensure complete roll out and usage of all systems , processes and initiatives to track and improve services provided to customers.
- Maintain Company's code of conduct and represent the Company as a long term Ambassador.
- Maintain accurate records of sales, customer interactions, and market intelligence, using the provided CRM system.

#### Qualifications

Minimum 5 years experience in sales and account management in HORECA segment in UAE

Must have good relationships with purchasers/procurement/chefs in large hotels, catering companies and restaurants.

Excellent communication and interpersonal skills

Ability to lead and manage a sales deal from initial contact, quotation, contract, fulfillment and ordering

Experience in the food industry is mandatory

An understanding of market trends and customer preferences

An ability to analyze sales data and develop strategies to increase sales

A bachelor's degree in business administration, marketing, or related field is preferred

Fluency in English is required, proficiency in Arabic is a plus

Experience in supermarket/modern trade segment will be considered too

Note:

This is not a managerial job and you will be expected to directly manage clients and bring new sales to the company

Don't miss out on this n't m exciting opportunity – apply now at [dubaiofferz.com#J-18808-](http://dubaiofferz.com#J-18808-)

[Apply Now](#)

### Cross References and Citations:

1. Key Account Manager | Freshia Foods Dubai [Argentinajobs Jobs dubai Argentinajobs ↗](#)
2. Key Account Manager | Freshia Foods Dubai [Directorjobs Jobs duba Directorjobs ↗](#)
3. Key Account Manager | Freshia Foods Dubai [Egyptjobs Jobs duba Egyptjobs ↗](#)
4. Key Account Manager | Freshia Foods Dubai [Kuwaitjobstoday Jobs dubai Kuwaitjobstoday ↗](#)
5. Key Account Manager | Freshia Foods Dubai [Nodejobs Jobs duba Nodejobs ↗](#)
6. Key Account Manager | Freshia Foods Dubai [Canadianjobscentral Jobs dubai Canadianjobscentral ↗](#)
7. Key Account Manager | Freshia Foods Dubai [Searchukjobs Jobs duba Searchukjobs ↗](#)
8. Key Account Manager | Freshia Foods Dubai [Southafricajobs Jobs dubai Southafricajobs ↗](#)
9. Key Account Manager | Freshia Foods Dubai [Italyjobs Jobs duba Italyjobs ↗](#)
10. Key Account Manager | Freshia Foods Dubai [Uruguayjobs Jobs duba Uruguayjobs ↗](#)
11. Key Account Manager | Freshia Foods Dubai [Filmjobs Jobs duba Filmjobs ↗](#)
12. Key Account Manager | Freshia Foods Dubai [Gulfjobscentra Jobs dubai Gulfjobscentral ↗](#)
13. Key Account Manager | Freshia Foods Dubai [Portugaljobs Jobs duba Portugaljobs ↗](#)
14. Key Account Manager | Freshia Foods Dubai [Osakajobs Jobs duba Osakajobs ↗](#)
15. Key Account Manager | Freshia Foods Dubai [Filmjobs Jobs duba Filmjobs ↗](#)
16. Key Account Manager | Freshia Foods Dubai [Findurgentjobs Jobs dubai Findurgentjobs ↗](#)
17. Key Account Manager | Freshia Foods Dubai [Dhakajobs Jobs duba Dhakajobs ↗](#)
18. Key Account Manager | Freshia Foods Dubai [Hondurasjobs Jobs dubai Hondurasjobs ↗](#)

19. **Key account manager | freshia foods dubai Jobs Dubai** ↗
20. **AMP Version of Key account manager | freshia foods dubai** ↗
21. **Key account manager | freshia foods dubai Dubai Jobs** ↗
22. **Key account manager | freshia foods dubai Jobs Dubai** ↗
23. **Key account manager | freshia foods dubai Job Search** ↗
24. **Key account manager | freshia foods dubai Search** ↗
25. **Key account manager | freshia foods dubai Find Jobs** ↗

Source: <https://ae.expertini.com/jobs/job/key-account-manager-freshia-foods-dubai-dubai-freshia-foods-1968-27523/>

Generated on: 2024-05-02 by Expertini.Com