

Global Key Account Manager Kuehne + Nagel, UK

KUEHNE+NAGEL



PERMANENT ROLE

You will have global responsibility and accountability for the assigned customer within the Corporate Partner Programme. You will be responsible for developing and executing business plans, building relationships, improving processes and tracking results to achieve high customer satisfaction and efficient & effective service delivery.

YOUR RESPONSIBILITIES

- Directly managing the Customer and lead your virtually global team to achieve the agreed targets and goals, in alignment with the customer's strategy
- Developing strategic relationships with the key stakeholders & decision makers within the customers organizational structure as well as within the Kuehne + Nagel Business/Functional Units
- Monitoring monthly performance against set targets and acting immediately in case of deviations to ensure targets are achieved
- Effectively transitioning new business into operations and ensure that customer requirements and our commitments are met
- Conducting regular and structured business review sessions with the customer

YOUR SKILLS AND EXPERIENCES

- Degree in Supply Chain and Logistics or equivalent experience
- Minimum 5 years' experience in a global sales environment, selling International logistics and supply chain services, covering both forwarding and contract logistics solutions
- In-depth knowledge of the Pharmaceutical & Healthcare industry and good awareness of competitors' business strategies
- Ability to lead virtual and cross-functional teams
- Proven track record of managing large global customers
- Excellent verbal and written communication skills in English
- Willingness to travel internationally

GOOD REASONS TO JOIN

We offer you a global role in one of the world's largest logistics companies. You will join a highly innovative team, where you can grow your expertise working with one of the fastest-growing verticals within Kuehne + Nagel. Our global logistics network, cutting-edge IT systems, in-house expertise and excellent customer service is proof of our dedication to be the market leader. These attributes have placed us at the forefront of our industry and positioned us to continue increasing the scope of our customer solutions and services.

[Apply on company site](#)