



Dedicated to healthcare logistics

Many years of experience and specialisation in the pharmaceuticals and healthcare market characterises the Movianto group. With its more than 1,700 employees in 13 European countries, Movianto provides innovative logistics and distribution services to the pharmaceutical, biotechnology and healthcare industry. Movianto is a business unit of Celesio Manufacturer Solutions, a division of Celesio AG. www.movianto.com

For our business unit Movianto Belgium Dirk Raes based in Aalst and Drongen we are looking for a

Key Account Manager (m/f)

As Key Account Manager (m/f) you are the main link between the company and the client. You understand your clients needs and have the commercial feeling to maintain long term relations with them. Your strategic vision will help you to develop commercial opportunities within the current corporation.

In this role you will:

- report to the Commercial Manager and be responsible for a set of clients, mainly based in Belgium;
- work in close conjunction with colleagues of the commercial department (sales support and projects, client services);
- have a good understanding of the clients business and what is important in their business, e.g. price, quality, delivery times, speed to market, dependability;
- have knowledge of the organisation and activity of the clients so you can anticipate to their needs with logistical solutions that offer an efficient response to them;
- optimise results from ongoing assessment with the objective of creating client loyalty and guaranteeing future sales;
- analyse the market and the competitor's situation;
- analyse the client's profitability so as to implement appropriate sales actions;
- implement new projects locally or internationally in close cooperation with your colleagues.

Profile required:

A Key Account Manager (m/f) at Movianto Belgium Dirk Raes has a bachelor degree and is excellent in

- negotiating,
- customer orientation,
- taking initiative,
- resisting to stress,
- communication,
- persuading.



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Do you:

- like the challenge of developing new opportunities;
- like to foster your clients with a continuously positive attitude;
- live in the area of Aalst;
- have experience in healthcare and/or logistics?

If so, we are looking forward to receiving your application. To apply please send your application to Dries Snaet, Finance & HR Manager, via email: dries.snaet@movianto.com including information on your notice period and salary expectations.