



## **Become a Key Account Manager at TOMY!**

We are pleased that you are interested in learning more about becoming a Key Account Manager at TOMY. To apply, please email your CV to [recruitment@tomy.com](mailto:recruitment@tomy.com)

### **Key Tasks and Responsibilities**

- Lead all TOMY efforts internally and externally with the accounts
- To retain and develop your portfolio of clients ensuring you have an in-depth understanding of each client's objectives
- To achieve all targets set by the business for managed accounts, in terms of revenue growth by identifying opportunities to grow the business and enhance profitability
- Be commercially aware of current trading position
- Work closely with managed accounts, maintaining effective communication channels with all client stakeholders, including buying, merchandising, finance and senior management where appropriate
- Ensure strategic account development plans for each client are continually updated with all current and relevant information, including mutual objectives and performance reviews
- Present existing and new Toys and Games product portfolio, conclude listings with retailers and negotiate favourable yearly trading terms
- Liaise with the Marketing team to develop marketing initiatives to improve: distribution, sales and merchandising of Company products
- Prepare and maintain financial budgets to agreed expenditure levels
- To provide accurate and timely forecasts to ensure continuity as well as optimum stock availability
- Identify special product opportunities
- Effective time management, prioritising and multi-tasking to achieve goals

### **Key Skills and Qualifications**

- Previous account management success is a must (ideally in the toy or related industries)
- A tenacious self-starter who equally enjoys the challenge of opening new accounts and developing existing accounts
- Strong and demonstrable negotiation skills
- Strong communication skills (verbal and written in both English and German)
- The ability to listen to customers' needs and quickly address and resolve issues
- The ability to manage time effectively and efficiently
- Proven ability to build strong, professional relationships
- Good organisation and problem-solving skills
- A clean driving licence for business travel

**TOMY**