



vets' no.1 choice™

**Colgate**

## **Nordic Customer Development Manager**

Customer Development Management & Key Accounts

To fill the position as the Nordic Pet Channel Customer Development Manager we are looking for an experienced Manager to achieve the Nordic Business goals in terms of sales, market share and management of the Field team.

**Hill's Pet Nutrition is the 3<sup>rd</sup> largest company in the global pet food market.**

Hill's mission is to help, enrich and lengthen the special relationship between people and their pets by providing the best, leading-edge pet nutrition technology, products and expertise to pet owners. Hill's is a USD 2.2 billion global division of Colgate-Palmolive and the maker of Science Plan and Prescription Diet brand pet foods. The head office for the Region is located in Lyngby, in the Copenhagen Area. More about Hill's: [www.hillspet.dk](http://www.hillspet.dk) [www.hillspet.se](http://www.hillspet.se)

Reporting to The Nordic General Manager it will be your responsibility to:

- Achieve Nordic Business goals in terms of sales, market share and profit
- Work closely with your Country Customer Development managers in management and direction of the Field team to optimise their efficiency and effectiveness
- Develop and implement business plans and KPI's targets in collaboration with the Nordic marketing team and in alignment with European Divisional strategies
- Develop business programs to increase sales, market share, profit and distribution
- Identify business opportunities across the Nordic region
- Represent Hill's at meetings/conferences as required
- Build and manage business relations with large pet food chains
- Lead a team of 13 people – hereof 3 direct reports
- Handle strategic elements of the overall key account business

Your profile:

- Management experience (minimum 5 years): of field teams and/or of Key Accounts / Customers
- Experience from FMCG or specialty channel sales or retail business
- Relevant theoretical degree preferred – Bachelor or similar
- MS-Office experience as well as analytical skills
- Fluent in English and one Scandinavian language

About you:

- You like to coach a Field team
- You are analytical and you can make decisions
- You are focused on business results
- You are a skilled communicator
- You know how to negotiate and influence decision making at Key Accounts / Customers
- You have good trade understanding
- You are a team player
- You are probably young, eager and ambitious
- You want to build a career with a blue chip, global leading company

We offer a challenging and a rewarding job opportunity working with strong brands in a professional and International company. If you have any questions to the above, please call Peter Thorlai Jensen at +45 50 81 29 52. We look forward to receive your short application as well as your CV in English. Please send it to [ptj@gordios.dk](mailto:ptj@gordios.dk).