



Mayr Melnhof Group (Austria) is Europe's leading producer of sustainable packaging solutions, cartonboard and paper. We promote sustainable development through innovative, recyclable packaging and paper products made from renewable, fiber-based raw materials. With around 50 production sites on 3 continents, we sell our products in over 100 countries. With the headquarters in Vienna, Austria, the MM Group, including recent acquisitions, generates sales of over EUR 3.5 billion, employs approximately 12,800 people and is listed on the Vienna Stock Exchange.

Our business unit Board and Paper, with a capacity of more than 400,000 tons annually, is one of the leading producers of white top coated recycled liner in Europe. Our product portfolio offers a comprehensive range of liners for offset and flexo printing, which are used as cover layers for the production of cartonboard-based packaging for consumer staples and high quality paper printing. The main sales focus lies on packaging for food, household, hygiene products, pharmaceuticals as well as on office and professional graphic printing.

We are currently recruiting a (m/f)

Sales Manager WLC/Liner Benelux

Your role:

- Managing responsibility for major key accounts using our liner paper for packaging and/or printing solutions in Belgium, The Netherlands and Luxembourg. Develop a solid network at these key accounts from operational level to senior management.
- Coverage of existing business and continuous business development in regards of turnover, profitability and innovation. Manage the trade terms, agreements, price developments,... Handle complaints and monitor customer satisfaction.
- Formulation and execution of regularly updated key account plans and budgets as well as strategic short-and long-term business plans and forecasts. Using data analysis and through collaborative work with supply chain team, deliver planned sales in line with the monthly forecast.
- Monitoring of market developments and competition activity, industry trends and identification of growth opportunities, feedback to central teams and cooperate closely with the customer support, marketing, product development and technical teams in different European plants. Participate in trade fairs, conferences, and networking events.
- Initiation, planning and execution of line trials and product launches under test and/or production conditions, participate in project management and coordination to introduce innovative new products.
- Report to Head of Region "North" directly.

Your skills:

- Minimum bachelor-level education or experience (economics, marketing, international trade, Business Administration,...)
- 10+ years experience in B2B sales with strong focus on value selling and key account or business management, preferably in high-volume, cyclical commodity market.
- Experience in the paper industry is of course a plus, as is knowledge of printing and/or cardboard packaging.
- Strong interpersonal skills, relationship builder and networker.
- Excellent team player and communicator, able to work independently (home office) with frequent business travel.
- Up-to-date computer skills, digitally minded to use new tools. Fluent Dutch and English is mandatory, German and French are a plus.

We offer:

- Be one of our 12.500 employees @MM making an impact: we live passion, sustainability and innovation every day.
- Be part of a new Benelux team set-up, taking over a solid customer portfolio and collaborating with our plants Europe-wide.
- Excellent salary package and benefits, home office allowance.
- Numerous training and development opportunities, as part of the MM-Academy

Interested ?

Contact jan@hr-management.be or call Jan Vandenhende at +32 477 328534. Your application will be processed swiftly and discretely. Please visit www.mm-boardpaper.com and www.mm.group