



## Key Account Manager, Estonia

ANORA is seeking a passionate **Key Account Manager** to join our team.

The core of the job is to increase Anora's presence and profitability within a number of existing key accounts in Estonia and seeking new business opportunities. This is a team effort that you build in collaboration with the rest of the team, mainly in the Baltics. You manage and nurture relationships with our key clients, providing them with high quality consultation, know-how and support.

This position is full time and permanent and is located in **our office in Estonia**. This role requires a deep understanding of market trends, exceptional communication skills, and the ability to develop strategic initiatives that benefit both the client and the company.

### Key responsibility areas:

- Develop and maintain strong relationships and collaborate with key accounts to identify growth opportunities.
- Understand needs and provide tailored solutions for named key accounts.
- Monitor market trends and competitor activities to identify opportunities.
- Forecast and plan sales
- Prepare and deliver regular reports on account status and performance.
- Work closely with the Anora colleagues to ensure timely delivery of products and services.
- Represent Anora at industry events and trade shows as needed.

### Qualifications:

- Proven success as a Key Account Manager or in a similar sales role.
- Excellent communication and negotiation skills.
- Ability to build and maintain strong client relationships.
- Analytical skills and the ability to interpret sales data.
- Prioritization and time management skills
- Fluent in Estonian and English

An understanding of the wine and spirits industry and ability to speak Russian are considered are not mandatory but certainly helpful.

## What we offer:

This is an opportunity to work in enhancing the Nordic drinking culture together with a bunch of passionate professionals. You'll get to work with great brands, future trends and exciting development projects that guarantee opportunities to learn and grow. Additionally, we offer:

- Competitive salary and benefits.
- Opportunities for professional growth and development.
- A supportive and collaborative work environment.
- A chance to work with strong brands in an exciting and fun industry.

## Apply today!

Send in your resume and cover letter explaining relevant experience and motivation for the role no later than **15th July 2024**. We will start reviewing applications as soon as they arrive, so don't wait until last minute.

Send your application via LinkedIn: <https://www.linkedin.com/jobs/view/3960634367> or email [jekaterina.salumae@anora.com](mailto:jekaterina.salumae@anora.com)

Call **Commercial Director Jekaterina Salumäe** at +372 53837895 for more information.

*Anora is a leading wine and spirits brand house in the Nordic region and a global industry forerunner in sustainability. Our portfolio includes iconic Nordic spirits brands, such as Koskenkorva, Jaloviina, Skagerrak and Linie, and noted wine brands from Blossa glögg and Chill Out to Bollinger and Codorníu.*

*At Anora, we believe that life should be enjoyed but not at the cost of our planet. That's why we want to be best in class in sustainability in our industry and support a responsible Nordic drinking culture. Together with our 1,200 Anorafolks across seven countries, we strive to foster a workplace that is safe, inclusive, and represents the diversity, equity, and progressiveness of the Nordics.*