

KEY ACCOUNT MANAGER - EMEA

Do you always have the customers in center of your mind? Are you ready to contribute to the mission; give expert care – making the customers' life at sea better? Then join us in the role as Key Account Manager!

As our new Key Account Manager you will get a central role in ensuring, that we continuously meet our goal of being the preferred 'Partner at Sea' for the vessels we serve with food provision and stores management.

Garrets International operates as a division of the wider Wrist Group and represents one of the marine industry's largest and most accomplished food provision and stores management companies. We operate from our headquarter in Nørresundby where this position is located, but also have branches in Romford, United Kingdom, Singapore and Manila, the Philippines.

You'll play an important role in:

- › Identify new leads through corporation with Wrist Global Sales (Geographical area is within EMEA)
- › Plan and execute the first contact and deliver detailed proposals to ensure high success rate
- › Grow and develop trusted relationships with assigned client portfolio
- › Coordinate with the Garrets KAM team to ensure strong onboarding of accounts
- › Coordination between internal stakeholders across our branches - follow up on client concerns, respond to and resolve any service related issues
- › Being a great ambassador for proactive service with a growth mindset
- › The role will require approximately 60 travel days annually.

What you bring to Garrets:

Educationally, there are many entrances to the job, but it's important, that you bring in solid experience from similar roles, preferably with a strong network in the maritime world. You have a commercial mindset and is comfortable selling into the tactical and strategic levels in an organization. You have a natural interest in bringing the customer in focus and building long and strong relations.

As a Key Account Manager you work purposefully and responsibly and are able to function in a sales and results-driven company. You act proactively with a great drive and have good negotiation and communication skills. You think as a team player, have a professional approach but also appreciate the social part of the cooperation and bringing in humor, in a sometimes hectic day.

Furthermore you are fluent in English both written and spoken and have a solid experience in the use of ERP systems and MS Office.

About us:

You can look forward to a professional and challenging job in a global company with an ambitious growth strategy. We offer a positive and international working environment where you will be surrounded by skilled colleagues. We wish to be the best at what we do, and everything we do, is based on our values of "Hard Working, Winning Attitude, and Customer Orientation". Our compensation and benefits package is competitive and commensurate with education and experience.

Apply for the job:



If you are interested, please send your application and CV marked 'Key Account Manager' to job@garrets.com as soon as possible. We do not have an application deadline for this position, but regularly take candidates into the recruitment process and close the position, when we have found our new colleague.

Feel free to contact Mogens Thyssen on tel.: + 45 6182 7177 or moth@garrets.com for more details. Starting day is as soon as possible

Visit garrets.com or our [LinkedIn profile](#) for further information.

Garrets International is part of Wrist Group, a world leader in the field of procuring and delivering supply to the maritime industry and a key player within this field.