

# HealthCare® Europe

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*HealthCare Europe production j.s.c. was established in 2012 in Novi Sad as a Joint Venture of Danish Everrest and Chinese Helthcare Co. Ltd*

*At Healthcare Europe, we believe the world will be a better place if people sleep better! Our Mission is to deliver the highest quality memory-foam mattresses, toppers, pillows and accessories at the best prices available in the market.*

*By making quality memory-foam products affordable, we are making the world a better place, one **sweet dream** at a time.*

**Healthcare Europe is offering a new position in Sales Division:**

## **Key Account Manager**

### **The Role**

Professionalism and excellence on work in order to increase sales in wholesale. Providing appropriate support to clients, key account team and employees during the project performance.

The Key Account Manager is responsible for managing key accounts, maintaining a long term relationship with accounts and maximizing sales opportunities within them.

### **Key responsibilities and work duties:**

- Everyday communication with business partners
- Sales forecasting
- Marketing actions in wholesale chains
- Taking orders from business partners
- Preparing documentation
- Planning goods
- Monitoring stock
- Organization of distribution goods
- Monitoring sales results, preparing weekly and monthly reports
- Cost calculation per action
- Final result report per action
- Economic and rational operation of whole working process
- Information and coordination of work within the department and other units
- Offering highest quality service to our clients,
- Directly reporting to Director of Sales

### **Requirements (ideal):**

- Experience in Retail Key Account position: 2+ years
- Higher education in Economics or Business
- Communicative, team oriented person
- Extremely proactive and goal oriented
- Problem-solving and decision-making skills
- Decisiveness, stress management skills, excellent organisational skills
- Mathematics skills especially in the area of statistics, understanding of business operations
- Attention to detail, speed, accuracy
- Computer literacy
- Superior problem solving skills
- Positive attitude to continued learning
- Fluency in English is a must

## Advantages

- Opportunities for professional growth
- Quite independent position
- Project is on very beginning
- Fast-growing business
- Young and motivated team
- An international environment