Key Account Manager Benelux (m/f/d)

Premium Pet Food | International Growth | High Impact Role

With over 200 years of tradition and excellence, we are a proud Japanese family-owned company and one of the most innovative brands in the global pet food industry. Our premium products set standards in quality, taste, and animal well-being. To accelerate our growth in the North-Western part of Europe, we are looking for an ambitious and entrepreneurial Key Account Manager for the Benelux region who is ready to take on a critical role to expand our presence on the market and actively shape our success story.

Your mission: As experienced Key Account Manager you will play a pivotal role in our growing business in the Benelux Region. Working in an exciting and dynamic business environment, you can expect autonomy to build and execute strategic growth agendas, aligned to the business priorities. You will report to the Country Manager Benelux.

- Exploring new business opportunities, developing and executing customer business plans throughout the Benelux market with a focus on the FMCG channel.
- Build long-term strategic businesses relationships with existing and new customers.
- Develop and align sales plans and forecasts with customers.
- Review, monitor and manage daily business, aligned to key business priorities.
- Increase the standards with regard to customer service and logistic performance.
- Play an active role in developing the sales & marketing plans for the Benelux region.

Your profile: You are entrepreneurial, proactive, and passionate about sales. You combine strategic thinking with hands-on execution and enjoy building long-term partnerships.

- Commercial experience in the **FMCG channel** of at least 5 years is a must.
- Proven experience in sales or key account management.
- Based in the Benelux, preferably in the Netherlands, with a valid driver's license.
- Fluent in **Dutch** and **English**. Knowledge of **French** is a plus.
- Strong negotiation skills and a confident, persuasive presence.
- Strategic thinker with strong commercial awareness.
- Adaptable and responsive to a fast-growing company.
- High level of customer orientation and relationship-building ability.
- Structured, independent working style with willingness to travel across Benelux region.
- Resilient and solution-oriented, even in challenging situations.
- Genuine passion for pets and their well-being.

What we offer:

- A high-impact role with real ownership and entrepreneurial freedom.
- Attractive compensation package, including company car (also for private use).
- Long-term career perspective within a stable, internationally growing company.
- Professional onboarding and continuous development opportunities.
- A dynamic, motivated international team.
- A fast-growing premium brand with huge market potential.

Ready to make an impact?

Join a company where tradition meets innovation and where your contribution truly matters.

We look forward to receiving your application at:

recruiting@inaba-foods.co.jp

Please send your CV, relevant references, and a short motivational letter outlining why you are the perfect fit for this role.