

DSN is an international and dynamic Design, Artwork and Prepress company with offices in Belgium, The Netherlands and Germany. DSN is one of the major players in Europe and predominantly active in the field of packaging and marketing communication, serving big FMCG companies but also retailers. Continuous innovation and quality enables us to add value for our international clients.

To support and handle our large international clients, DSN Antwerp is currently looking for a

Key Account Manager (M/F)

Job Description

The KAM (Key Account Manager) is responsible for the commercial performance of his / her accounts, including client satisfaction and optimised profit.

Contributing in steering a team of Project Manager / Account Executives and operators (taking care of the strategic communication with the client), the KAM will be end-responsible for the account results and safeguarding the client relationship. Actively cross selling and/or up selling is one of the key activities of the KAM. The KAM will be defining and nourishing the strategic relationship with his/her clients.

The ideal candidate for this key account management position is a holistic, strategic thinker and a director of process. He/she should be able to build strong relationships with clients and have the ability to lead, influence and affect change.

Main tasks will include:

- Building & Management of strategic relationships with clients
- Reporting KPI's and making objective reports to all people involved
- Monitoring Account Management & Project Management
- Management of revenues
- Determination of best practice

The Key Account Manager reports directly to the Commercial Director.

Candidate requirements

- We are looking for a full-time professional.
- Approximately 3/5 years experience in Account Management / Brand design consultancy
- Excellent written, verbal and electronic communication skills
- Fluent English and French languages. Additional languages is a strong plus
- Ability to evolve in an international environment and supporting the DMU with clients organisation
- Good presentation skills (persuasive and effective)
- Strong analytical and organisational ability
- Capacity to be credible at a professional level
- Ability to work at all levels (be a thinker and a do-er)
- Strong knowledge of Design / Branding
- Understanding/passion for the business

You believe that you can do better or does this excite you ?

Let us know! You can email your application with CV to careers@ds-n.com
Or call Hilde Van Royen at +32 (0)3 222 38 00 for more information.