

Jobs with a future
at the heart of the
food industry



Founded in 1895, HOCHDORF develops, produces and markets innovative milk-based products for specific customer needs, particularly infant nutrition. In this way, we support a healthy and enjoyable life for young and old alike. We combine Swiss quality with leading expertise in food technology, relying on high-quality Swiss raw materials.

For our head office in Root, we are seeking a

Senior Key Account Manager Infant Nutrition International 100% (w/m)

We are looking for an experienced and driven Senior Key Account Manager to join our team and play a pivotal role in strengthening and expanding our most strategic client relationships. In this senior-level position, you will act as a trusted advisor to key accounts, identify growth opportunities, and develop long-term partnerships that create measurable business value. The ideal candidate combines strong commercial acumen with exceptional relationship-building skills, a strategic mindset, and a proven track record of managing high-value accounts in complex, fast-paced environments. If you thrive on ownership, enjoy negotiating at executive level, and are passionate about delivering sustainable growth, we look forward to meeting you.

Your duties

- Support of existing key accounts
- Acquisition of new customers
- Documentation of all customer contacts
- Sales price determination and preparation of customer offers
- Closing of the sale, including necessary contractual documents
- Evaluation and presentation of market data
- Participation in budgeting / sales planning or in the strategic development of the business unit
- Achieving the budget and goals set for the assigned customers
- Control and compliance with the allocated cost budgets
- Visits to customers and trade fairs, maintaining customer contacts
- Management and collaboration in customer-specific projects

Your profile

- Successfully completed degree in business administration, economics, marketing or comparable qualification
- Additional training in sales, negotiation or account management is an advantage
- Several years (at least 5–8 years) of professional experience in key account management or strategic sales
- Proven success in supporting and developing major accounts
- Strategic thinking and strong analytical skills
- Business fluent written and spoken English and German, any additional language is an add on
- Strong customer and service orientation
- Strong negotiation skills and assertiveness
- Confident manner and strong presentation skills
- Resilience and willingness to travel

Our top benefits:



Above-mandatory
holiday entitlement



Flexible hours / work from
home up to 40%



Development
perspective



Free parking



Gifts

We look forward to receiving your electronic application. For further information about the position, please contact Dirk Siefken, Chief Human Resources Officer. HOCHDORF Swiss Nutrition AG, 6281 Hochdorf, Switzerland, +41 76 358 54 15. We do not consider applications from recruitment agencies.

Further information about HOCHDORF Swiss Nutrition Ltd. can be found at www.hochdorf.com.