

A. Hatzopoulos S.A. is a leading packaging converter that specializes in flexible packaging. The company was founded in 1931 and operates in two production sites in Thessaloniki, Greece, with numerous sales offices across the world and exports that reach over 30 countries. With a team of more than 440 employees, A. Hatzopoulos S.A. invests significantly in innovative technological equipment and advanced environmental and quality systems, aiming to support customers to improve their packaging efficiency across the value chain.

We are looking for an
Account Manager-B2B Abroad
(A.M. 02/24)

Key responsibilities

- **Become a Customer Champion:** Develop and nurture long-term client relationships, uncovering needs and exceeding expectations.
- **Uncover New Opportunities:** Identify and qualify potential customers within your assigned territory.
- **Strategic Growth Partner:** Develop and implement pricing/profitability strategies to achieve sustainable revenue growth for both you and the company.
- **Seamless Collaboration:** Foster strong relationships with internal departments and external partners to ensure exceptional customer experience.
- **Data-Driven Decision Making:** Manage sales budget reports, maintaining accurate records for strategic planning and management reviews.

Qualifications

- Fluency in **German or French**, with advanced English proficiency
- Bachelor's degree in Business Administration, Chemical Engineering, or related field
- Experience in B2B sales within overseas markets will be considered a plus
- Excellent interpersonal and communication skills
- Demonstrated negotiation and presentation skills to close deals confidently
- Ability to work independently and collaboratively, meeting goals even under pressure
- Passion for learning and career development
- Valid driver's license and willingness to travel regularly

We offer a dynamic bonus scheme, health & life insurance, a pension plan, a supportive work environment, and ongoing training opportunities.

If you're ready to launch your international sales career, we want to hear from you!

Send us your cv at hr@hatzopoulos.gr

All information provided are considered highly confidential.