

## Key Accounts Executive at The Coca-Cola Company

[Apply Now](#)

Company: JobWebKenya

Location: Kenya

Category: office-and-administrative-support

### Job Description

```
(adsbygoogle = window.adsbygoogle || []).push({});
```

The Coca-Cola Company, which is headquartered in Atlanta, Georgia, is an American multinational beverage corporation, and manufacturer, retailer, and marketer of nonalcoholic beverage concentrates and syrups.

### Summary

The role is responsible for the management of daily order generation, ensuring execution and achievement of RED standards while maintaining high levels of customer relationships.

The primary role of the Key Accounts Executive is to implement business strategy to achieve business objectives of increased profitability , excellent customer service and trade execution.

### Key Duties & Responsibilities

Identify and implement new business opportunities so that the customer base and profits can continuously grow

Optimize customer service so that superior customer relations and long-lasting partnerships can be maintained.

Formulate account plans so that future business opportunities can be planned and implemented effectively.

To manage and maintain assets so that loses are minimized and optimal returns on

investments are achieved.

Market execution in outlets according to organizations strategies so that the sales volumes may be increased and product awareness enhanced.

Manage customer credit terms and limits in order to maximize sales.

To carry out surveys so that the organization is constantly aware of current market trends and to enable a competitive advantage and minimize risk.

### **Skills, Experience & Education**

Minimum qualification of a Diploma in a Business related field or Degree will be an added advantage

A minimum of 2 years' experience in an FMCG environment

Strong experience in marketing and customer service with good networking skills.

Excellent interpersonal, verbal & written communications skills.

Valid and applicable driver's license.

[Apply Now](#)

### **Cross References and Citations:**

- 1. Key Accounts Executive at The Coca-Cola Company [DatasecurityjobsJobs Kenya Datasecurityjobs](#)**
- 2. Key Accounts Executive at The Coca-Cola Company [ExecutivejobsnearmeJobs KenyaExecutivejobsnearme](#)**
- 3. Key Accounts Executive at The Coca-Cola Company [Socialnetworkingjobfinder Jobs KenyaSocialnetworkingjobfinder](#)**
- 4. Key Accounts Executive at The Coca-Cola Company [Dataanalyticsjobs Jobs Kenya Dataanalyticsjobs](#)**
- 5. Key Accounts Executive at The Coca-Cola Company [Barcelonajobs Jobs Kenya](#)**

**Barcelonajobs ↗**

**6. Key Accounts Executive at The Coca-Cola Company Findjobshiringnearme Jobs**

**KenyaFindjobshiringnearme ↗**

**7. Key Accounts Executive at The Coca-Cola Company Gigajob Jobs Kenya Gigajob ↗**

**8. Key Accounts Executive at The Coca-Cola Company JobsproJobs Kenya Jobspro ↗**

**9. Key Accounts Executive at The Coca-Cola Company DatasecurityjobsJobs Kenya**

**Datasecurityjobs ↗**

**10. Key Accounts Executive at The Coca-Cola CompanyAdminjobsJobs Kenya**

**Adminjobs ↗**

**11. Key Accounts Executive at The Coca-Cola CompanyOnlinecommunitycareerhub**

**Jobs Kenya Onlinecommunitycareerhub ↗**

**12. Key Accounts Executive at The Coca-Cola CompanyDoctorjobsnearme Jobs Kenya**

**Doctorjobsnearme ↗**

**13. Key Accounts Executive at The Coca-Cola CompanyCzechiajobs Jobs Kenya**

**Czechiajobs ↗**

**14. Key Accounts Executive at The Coca-Cola CompanySeouljobs Jobs Kenya**

**Seouljobs ↗**

**15. Key Accounts Executive at The Coca-Cola CompanyMaxillofacialjobs Jobs Kenya**

**Maxillofacialjobs ↗**

**16. Key Accounts Executive at The Coca-Cola CompanyFindjobshiringnearme Jobs**

**KenyaFindjobshiringnearme ↗**

**17. Key Accounts Executive at The Coca-Cola CompanyMumbaijobs Jobs Kenya**

**Mumbaijobs ↗**

**18. Key Accounts Executive at The Coca-Cola CompanyLondonjobscareer Jobs Kenya**

**Londonjobscareer ↗**

**19. Key accounts executive at the coca-cola company Jobs Kenya ↗**

**20. AMP Version of Key accounts executive at the coca-cola company ↗**

**21. Key accounts executive at the coca-cola company Kenya Jobs ↗**

**22. Key accounts executive at the coca-cola company JobsKenya ↗**

**23. Key accounts executive at the coca-cola company Job Search ↗**

**24. Key accounts executive at the coca-cola company Search ↗**

**25. Key accounts executive at the coca-cola company Find Jobs ↗**

Source: <https://ke.expertini.com/jobs/job/key-accounts-executive-at-the-coca-cola-company-kenya-jobwebkenya-6eee3fb7d6/>

Generated on: 2024-05-03 by Expertini.Com