

Account manager

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Company: International Flavors & Fragrances

Location: Lagos

Category: other-general

Role Overview

It's an exciting time to be part of IFF, we are looking for our next **Account Manager** to become part of our industry-lead business development team based in Lagos, Nigeria. Are you passionate about building relationships and programs that help drive growth for industry leading customers? Would you love to work for a company that is transforming the everyday? If the answer is yes, this may be your next career step!

As an Account Manager, you will have the opportunity to contribute to the continued growth of IFF by driving revenue, generating strategies, and serving as a trusted business partner to our largest customers. The individual we are seeking will develop, implement & execute Sales Strategy with customers in order to grow profitable sales and support overall business objectives of the corporation.

As an Account Manager, you'll spend your time...

Be the Subject Matter Expert (SME) of local customers. Understand customer strategy, organization, and brands.

Deeply understand and leverage internationally IFF's strategy, organization, capabilities, proprietary technologies, resources, product and service offerings.

Position IFF as a strategic trusted partner by co-creating winning value propositions that satisfy customer needs.

Be the face of IFF – act as lead contact for customers in the region. Develop deep customer relationships at all levels, through intensive networking and providing best in class customer

service.

Lead cross functional and cross cultural teams through complex, technically challenging projects.

Identify / create new business opportunities for IFF and coach the IFF teams to develop and execute plans to generate project pipeline and new sales.

Job Requirements

Bachelor's degree in Food Engineering, with 3-5 years of successful sales experience in a food/flavor related industry required.

Excellent interpersonal, communication and problem solving skills with the ability to lead and coordinate activities with internal support team and customers. Inspires others by acting as a leading example.

The preferred candidate will be proficient in English and French.

Knowledgeable of industry trends, companies, technology, and displays passion for food and flavors.

Confident, dynamic and enthusiastic professional with ability to generate trust by delivering on commitments.

Possess the ability to lead multi-cultural teams.

At IFF, we believe that your uniqueness unleashes our potential. We value the diverse mosaic of the ethnicity, national origin, race, age, sex or veteran status. We strive for inclusive workplace that allows each of our colleagues to bring their authentic self to work regardless of their religion, gender identity & expression, sexual orientation, or disability.

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