

KEY ACCOUNT MANAGER Graubünden

Moët Hennessy, the Wines and Spirits Division of LVMH, regroups twenty-five Maisons, many of which have been around for centuries, while other are just starting their journey. Our vision is to lead the future of luxury Wines and Spirits from nature to communities.

Located in the most prestigious terroirs around the world, we have unique savoir-faire from winemaking to art de vivre, hospitality, and brick-and-clicks retail management to craft exceptional experiences for consumers.

As an employer, Moët Hennessy offers unique journeys throughout its global ecosystem, opportunities to develop new skills and grow professionally. Our vision is to lead the future of luxury wines and spirits from nature to communities. Our company success will be created by pioneering people with passion for crafting experiences and turning challenges into opportunities to innovate

Job Mission

As Key Account Manager in Graubünden region with focus on St Moritz, Davos, Bad Ragaz, Lenzerheide, Arosa, Flims, Laax areas, you will be responsible of:

- Increasing sales by being closer and more proactive with AYL customers but also ensuring potential sales opportunities for seasonal peak season
- Improving our market penetration by developing the relationship with existing clients and be quicker tackling opportunities via broader network
- Being a «Resort Expert» by having the best understanding of the customer needs during the winter and summer season

Your profile

Professional experience & know how:

- **An educational background (Diploma in Sales, Bachelor's degree...) & a first experience in Sales**
- **Knowledge of the region of Graubünden and ease with the season dynamic**
- **Organized and rigorous, with a commercially assertiveness and negotiation skills**
- **Ability to establish strong relationship with key stakeholders and partners**
- **Know how to use Word, Excel and PowerPoint**
- **Languages: fluent in German (Swiss German a big plus) and English. French is a plus.**
- **Other skills: Passionate about Wines & Spirits with an affinity for gastronomy and hospitality, you have an entrepreneurial and spirit of conquest attitude. You are an energetic and trustworthy team player, and you are ready to develop yourself!**

We look forward to receiving your written online application in English, including details of your earliest possible starting date and your salary expectations.

In order to ensure the most objective assessment of skills and qualifications possible, we ask all applicants to submit their application documents without a photo.

We are committed to equality and making the best use of the talents and diversity of all our employees. We provide equal opportunity for all individuals regardless of age, race, ethnicity, nationality, gender, including gender identity and expression, sexual orientation, disability, marital or civil partnership status, maternity, paternity and adoption leave as well as any other class protected by law.

Please apply here: [job – LVMH](#)