



Young Talent Program

Technical Key Account Manager

Are you a young newly graduated or a final year student in **Engineering or Economics**?

Are you eager to work in a multinational company, with the chance to have an experience in our affiliates present in more than 170 countries all over the world?

Do you have a very good command of English language, and have you had a study or job experience abroad?

If you answered yes to these questions, we are looking for you!
A Young Talent who will grow in the role of

Technical Key Account Manager

During the program, you will be guided by a personal tutor on a journey within Technical Service and you will have the chance to improve continuously gaining both practical and theoretical experience.

Tetra Pak will build together with you a training plan and career path that will include:

- **2 years training on the job and rotations plan**
- **Cross-functional experiences with clear deliverables**
- **International exposure and experience**

In the two years of the program you will be based in Tetra Pak home Company in Sweden. While your Future career will be At Tetra Pak in Warsaw in Poland, where you will find a multinational and stimulating environment where you will have the chance to learn updated working methods and enjoy multicultural and structured surroundings.

As a **Young Talent –Technical Key Account Manager** you will learn to:

- Manage customer relationship from a service perspective through a structured communication approach
- Understand customer needs through proactive continuous customer diagnosis
- Create, implement and follow-up service account plans and targets in alignment with customer and KAM-team
- Identify sales opportunities, create solution and fact-based value proposal, negotiate and close deals
- Drive growth of profitable service contracts

Who are you?

You have a University degree in:

- **Management or Economics** with a passion for technical subjects or
- **Engineering** (Industrial, Automation) with a strong business orientation

Experience abroad with a student exchange program or other international experience will be considered as a merit, as will good language skills (Polish and English is a must have, other languages desirable but not essential)

As a person you are a true team player with excellent communication skills and the ability to create and utilise a broad network of contacts. You are able to motivate and influence people using informal authority and create and maintain strong relationships at all levels both within Tetra Pak and with our customers.

You are strongly motivated to learn and are able to take initiatives and drive activities independently. Furthermore you have an analytical ability and a structured approach to tasks and problem definition.

Male or Female applicants to the position are appreciated.

Only-applications in English will be considered.

The program will start at Modena (Italy) on September 2015.

Tetra Pak is one of the world's leading suppliers of food processing and packaging systems. Together with our customers and suppliers, we help provide safe foods to the consumers of the world. Operating in more than 170 markets with over 23,000 employees, Tetra Pak works in strategic partnership with its suppliers and customers to provide efficient, innovative solutions and high quality environmentally sound products to millions of people world-wide. Our vision: We commit to making food safe and available, everywhere