

Key Account Manager Europe South / East (m/w/d)

Euro Plant Tray eG (EPT) is an association of more than 30 European retailers, wholesalers, producers, and industry associations in the horticultural sector. In 2022, they set themselves the goal of establishing a new European standard for reusable trays and the necessary pooling services to drastically reduce single-use plastic waste within the green supply chain. For the operational management of the Euro Plant Tray system, Euro Plant Tray GmbH was founded in 2023 as a subsidiary of EPT eG. The first EPT Tray models have been on the market since 2024, actively contributing to the reduction of plastic waste in the industry. To support further growth and the strategic goal of establishing our reusable system throughout Europe, we are seeking an internationally networked and communicative individual to join our team.

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In this role you will report directly to the Managing Director and be responsible for developing, maintaining and expanding relationships with international partners, with a focus on the markets of Southern and Eastern Europe.

Your responsibilities:

- Building and maintaining business relationships with decision-makers in the food retail sector, DIY store chains, garden centers, and plant production in the target markets of France, Italy, Spain, and Poland.
- Strategically acquiring new partner companies in the aforementioned regions.
- Developing customized cooperation models for integrating the reusable packaging system into existing supply chains.
- Supporting the Managing Director in international negotiations, presentations, and project implementation.
- Conducting market and competitive analysis in the target regions, including monitoring regulatory developments.
- Coordinating with members, logistics partners, and IT service providers for the practical implementation of the system.
- Representing the cooperative at international trade fairs and key industry events.

Your profile:

- Completed studies in business administration, agricultural economics, horticulture, or logistics, or a comparable qualification.
- Several years of experience in international key account management, preferably in the retail, horticulture, or pooling/packaging systems sectors.
- In-depth market knowledge in France, Italy, Spain, and/or Poland.

- Fluent in English; good knowledge of French, Italian, Spanish or Polish very welcome.
- Willingness to travel extensively within Europe (approx. 50%).
- Independent, structured work style with a strong focus on results.
- Passion for sustainable supply chains and cross-border collaborations.

We offer:

- The opportunity to raise the profile of a pioneering environmental project in several European markets and establish it there.
- Direct collaboration with management and strategic partners.
- A high degree of autonomy and creative freedom.
- Attractive conditions, international mobility support, and professional development opportunities.
- Flexible work location within Europe, preferably with good connections to France, Italy, Spain, or Poland.

Please send your informative application, including your salary expectations and possible start date, to Dirk Bansemer (dirk.bansemer@europlanttray.com), who is also available to answer any questions beforehand.