



## Amcor's Accelerated Career Development Program – Sales & Marketing

### **About Amcor**

We are a global leader in developing and producing responsible packaging for food, beverage, pharmaceutical, medical, home- and personal-care, and other products. Our pledge for the planet is to develop all our packaging to be recyclable or reusable by 2025. We work with some of the world's most recognised brands, and millions of people across the globe touch and use our packaging every single day.

### **Amcor's Accelerated Career Development Program**

The Accelerated Career Development Program gives you the opportunity to show your strengths in two different sales and/or marketing roles over a period of 4 years. As part of the program, you will be embarking on a development journey that also expands your global leadership skills. While working in two different Amcor locations across the globe, you will be able to develop your cross-cultural competencies and expand your market knowledge. Development opportunities that are especially designed to support your long-term career planning as well as exposure to our senior management are additional advantages of the program.

### **Your role**

Are you looking for a unique opportunity to join this global program in one of our commercial roles? Typical roles during the program are Key Account Manager, Business Development Manager or Segment Marketing Manager. Possible responsibilities are the following:

- Overall management and growth of one or more key accounts incl. strategic account plans, negotiations and defining value propositions
- Program management responsibility and associated deliverables of select organic growth projects
- Turning product and go to market strategies into execution by developing a strategy and influencing internal and external stakeholders
- Supporting the regional Commercial Excellence Leaders in implementing their roadmap and/or taking over responsibility for sub-streams in regional projects to upgrade the sales and marketing capabilities

The final position will be decided by matching the companies' business needs to your personal profile and preferences.

**Your expertise**

You are a sales or marketing professional with a Master's degree or MBA looking for an international development program. Additionally, you have:

- 5+ years' experience in sales and/or marketing, with demonstrated progression in a complex, global operating environment
- Excellent command of written and spoken English: additional languages are a plus
- Drive, initiative and the ability to thrive in a global, multi-cultural environment and a high-performance attitude
- Outstanding communicator, who can influence different levels of seniority and provide clear, concise and compelling messages both verbally and in writing
- A strong business acumen, a proven customer focus and a commitment to service excellence
- Geographic flexibility and willingness towards international relocation

AmcorAccelerate@KornFerry.com / <http://accelerate.amcor.com/>

**Location:** International Relocation

**CTC:** Competitive salary depending on role and location plus benefits

**Contact:** Interested candidates may apply online

@ <https://amcor.loop.jobs/apply/93583174> and one of the recruitment team will be in touch soon