

## Key Account Representative (China related)

Do you have a great sense of responsibility? Are you able to strongly communicate in Chinese? And are you very accurate and persuasive? Apply now as Key Account Representative!

KLG Europe set up a new warehouse in Waalwijk for a Chinese customer. The warehouse space covers 20,000 square meters and employees about 200 people.

As a Key Account Representative, you will completely unburden the customer and build a good and long-term relationship with them. It is your responsibility to unburden the customer with all questions and to solve problems, preferably before the customer even realizes it. These diverse questions are mostly commercial related. You have close contact with your customer, but you also have to engage with your colleagues from various departments as well.

You report directly to the Site Manager. Thereby, you are a hands-on team player and part of the office team. This means that you support other departments with administrative tasks/ reports/ etc. when necessary.

### What will you do?

- Being familiar with and aware of the commercial agreements and possible changes of the customer;
- Ensuring that the monthly invoicing to the customer is on time, complete and correct;
- Act as Single Point Of Contact for the client in the areas of commerce, procurement and warehousing on an operational level;
- Anticipate and list and/or analyze the wishes and needs of the client and translate these and align this into a business requirement document;
- Answering questions of the customer and/or referring/transferring if necessary;
- Fulfilling clear agreements with customer on time;
- Coordinating the process of the costs approvals by timely clarification;
- Act as a bridge between different departments and sites within KLG;
- Provide weekly financial P&L forecast;
- Supporting our inbound team with financial reports;
- Maintaining financial systems in order to align the portals of KLG with the portals of the customer.

### This is what KLG Europe offers

- An expert team, with whom you achieve the result together and can look back with pleasure on your working day and your completed schedule;
- Working at a growing and core healthy logistics service provider where standards and values have played an important role for decades;
- Good working conditions, with a nice salary based on full-time employment;
- Working in an approachable organization where the lines are short;
- Attention and room for training, personal development and advancement opportunities;
- An informal and good working atmosphere;

- Room for your own input and creativity;
- A dynamic, international and innovative work environment;
- Fun activities and outings;
- Also take a look at our movie about working at KLG: [Working at KLG Europe](#) .

## Your profile

- You have at least a college degree in the direction of commerce, business administration or logistics;
- Dutch is your native language. You have strong communication and negotiation skills in Chinese and English,
- Work experience in logistics / warehousing is a strong plus;
- You have a great sense of responsibility and entrepreneurship;
- You work pragmatic, solution-oriented and you are very accurate in the administrative tasks;
- You are commercial, persuasive, proactive and have a helicopter view.

## KLG Europe

KLG Europe is a global logistics service provider that has managed to combine the qualities of a multinational with the culture of a family business. Our people are the most important factor. They are the foundation of our company and our success. KLG Europe stands for Borderless Logistics and we offer our people not only boundless opportunities but also a stable home base. We are therefore happy to invest in the growth and development of our employees.

## Location

Waalwijk

## Interested?

Do you envision a career with KLG Europe? Then respond quickly by e-mailing your response to [sollicitaties@waalwijk.klgeurope.com](mailto:sollicitaties@waalwijk.klgeurope.com).

For questions, please contact Medina Osmic, tel. 06-28851539.

For more information, we invite you to visit our website at [www.klgeurope.com](http://www.klgeurope.com) or [www.werkenbijklg.nl](http://www.werkenbijklg.nl).