



LIBEERT – National Account Manager – UK Retail

Function

Do you want to represent one of Belgium's most iconic chocolate producers? Do you want to shape the growth of a premium brand and private label in one of Europe's most dynamic retail markets? Are you a commercial talent who combines sharp strategic thinking with hands-on deal-making energy? Apply now to play a key role in Libeert's UK growth.

Libeert, a family-owned chocolate specialist with more than 100 years of craftsmanship, is on an exciting growth journey. With an ambitious innovation pipeline, strong sustainability commitments, and a beloved range of seasonal hollow figures, chocolate blocks, and private-label products, they are now ready to strengthen UK presence even further. To accelerate this expansion, Libeert is looking for a **Key Account Manager Retail UK**.

Function

The driving force behind Libeert's success in the UK Retail landscape

Managing a portfolio that includes leading UK-retailers, you will balance **nurturing** strong existing partnerships with **hunting** new strategic opportunities. You will grow sales across both **Libeert's branded seasonal assortments** and **private-label chocolate blocks**. This is a role where **entrepreneurship, ownership, and influence** truly matter.

What you'll take ownership of

- Strengthen and expand long-standing partnerships with top-tier UK-retailers
- Lead negotiations, category discussions, and joint business planning
- Develop long-term strategic partnerships in private label
- Translate customer needs into winning proposals together with Libeert's QA, production, marketing and customer service teams
- Identify, pitch and win new retail prospects to broaden UK distribution
- Monitor market dynamics, competitive movements, and margin opportunities
- Report directly to the **Global Sales Manager**

Profile

Results-driven with strong retailer insight

Requirements

- Master's degree or equivalent experience
- **Proven success in UK FMCG Retail key accountmanagement**
- Fluent in English (C1/C2) and ideally also Dutch

- Understanding of UK retail culture and shopper behaviour

Competencies

- Strong negotiation power and business acumen
- Proactive: you spot opportunities early and act fast
- Resilient, agile, and comfortable balancing strategic thinking with hands-on execution
- Strong relationship-builder, able to engage at all levels, both internally and with buyers
- A mindset rooted in **integrity, respect, and open communication**

Offer

What makes this opportunity truly irresistible?

- **Join a family-owned company fueled by passion, craftsmanship, and innovation**
Become part of a warm, entrepreneurial environment where your ideas are heard and where you can genuinely make a difference.
- **Real influence in one of Libeert's most strategic growth markets**
Step into a role with visibility and impact. You'll help shape the company's future and see the results of your work come to life.
- **Grow in a friendly, fast-moving environment built on trust**
Enjoy autonomy, room to experiment, and a supportive team that celebrates collaboration and initiative.
- **A highly competitive package that rewards your contribution**
Benefit from an attractive salary, bonus plan, company car with fuel card, insurance coverage, and 25 vacation days.
- **Wellness meets indulgence**
Libeert promotes healthy living while still treating you to delicious Belgian chocolate. The best of both worlds!

Interested?

Libeert has entrusted the recruitment and selection for this position to Ceres Recruitment. Further information can be obtained by reaching out to Christine Coucke +32468036887. Applications via www.ceresrecruitment.be

<https://www.libeert.com>