



With more than 198 stations around the world, Worldwide Flight Services (WFS) is one of the world's leaders in ground handling services and the world's largest cargo handling company. The WFS group covers 22 countries, employs over 22800 employees and assists more than 270 airlines. For our Belgian (LGG) entity we are looking for a:

Key Account Manager (M/F) for the WFS site at [Liege Airport](#)

Job purpose

As KAM for a specific customer: act as first point of contact and pro-actively follow up all day-to-day activities related to the client ensuring an outstanding service in compliance with WFS policies, procedures and CFI's.

Principal Accountabilities

- To act as "first line" contact point for the customer
- To act as liaison between the customer and operational departments
- To closely & actively work with other departments assuring high service levels
- To keep abreast of all current "commercial thinking" and all new ideas within the wider trade. (Efficient Customer Response and Category Management are good examples of this)
- To provide all required analysis, enabling a strong commercial and customer service level strategy
- To take part in business negotiations

Requirements

- Commercial /client-oriented mindset
- Outstanding communication and negotiation skills
- Flexible
- Multilingual
- Bachelor in commercial area
- Several years (+3) of experience in a similar function in cargo

Offer

- Market competitive salary including benefits, Mobile phone, Cafeteria plan for group insurances and company car, DKV hospitalization insurance and bike-lease.
- A great company to work for

Interested?

Please send a motivation letter and an updated CV to: Recruiting.be@wfs.aero