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Consultant Retail Partnership (m/f/d)

Country

Germany

Job Family

Client Solutions

We show the world what people want.

Join GfK and help us shape tomorrow. As an NIQ company, we are the world's leading consumer intelligence firm, delivering the Full View™ on consumer behavior. We work to enable manufacturers and retailers better understand what consumers really want. Our name has inspired trust for over 89 years because we take pride in discovering new pathways to sustainable growth for our clients, our people, and our planet.

We are always looking for open-minded people who will grow with us, push boundaries, and pioneer disruptive methods in market research, data science, technology, and AI. If you share this passion to drive things forward and the integrity to insist on doing things the right way, we'll equip you to take your future into your own hands and play a leading role in our story.

Job Description

Retail-data is the lifeblood of GfK, and supports everything we do.



The **Consultant Retail Partnership** is the bridge between GfK and our Retail Partners. The ideal candidate will have strong interpersonal skills and use these to understand clients businesses and challenges. They will be able to drive engagement through actionable insight and innovative solutions. Reporting to our Director Retail Partnership, this role secures and develops the data partnerships and, through working in harmony with Retail Sales, enables further development of client relationships.

As a Consultant Retail Partnership (m/f/d), you will have the following key accountabilities:

- Manage our data partnerships and take ownership for the quality of our Retail Panel for selected Retail Channels
- Build strong (senior level) relationship with key Retailers, understand their strategies, structures and key business questions and how partnering with GfK can help them
- Secure and expand our data partnership with A-, B- and C-Retailers within these channels to secure GfK gets the data we need at the right time and in the right format
- Drive engagement across the broad range of GfK solutions, with a focus on GfK Newron
- Rollout our Retail Partnership Program
- Support and deliver Company and Retail strategy
- Minimize risk to data partnerships and apply best practice
- Maintain correct contractual position with clients
- Develop new initiatives and projects with our clients
- Work cross functionally as required to meet and exceed Retailer expectations
- Ensure to be linked with ops/client delivery to ensure data quality and deliverables are timely, fit for purpose and meeting client needs
- Ensure all Company systems are maintained and up to date

Now that you know what a Consultant Retail Partnership (m/f/d) does, what skills, qualifications and experience do you need?:

- Bachelor's/ Master's degree in Business Administration, or equivalent experience
- Work experience in consulting/account management/client relationships is a plus
- Strong business understanding in Retail and related consumer goods industries
- Able to build meaningful client relationships
- Strong communications and presentation skills
- Client-centric attitude
- Eye for detail and high-quality standards
- Eagerness to learn, an open mindset and team spirit
- Entrepreneurial attitude
- Excellent German and very good English language skills

We are an ethical and honest company that is wholly committed to its clients and employees. We are proud to be an inclusive place for all and are committed to equal employment opportunity, focusing on our employees reaching their full potential.



We respect and value every employee regardless of race, ethnicity, gender, sex, sexual orientation, age, personality, experience, culture, faith, socio-economic status, or physical or mental disabilities.

We endorse the core principles and rights set forth in the United Nations Declaration of Human Rights and the Social Charter of Fundamental Rights of the European Union, promoting the universal values of human dignity, freedom, equality, and solidarity.

Learn more about how we are driving diversity and inclusion in everything we do on: <https://www.gfk.com/about-gfk/diversity-and-inclusion>

At GfK we work collaboratively with our colleagues but offer a flexible working approach, including dividing our time between office & remote working as well as the opportunity to flex our working hours around team core hours.

We offer an exciting work environment that brings people together. We encourage an entrepreneurial and innovative spirit and make use of the latest digital technologies. We are looking for self-starters, who accept challenges and create solutions.

Can there be a better place to take center stage in the digital revolution? We are excited to get to know you!

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City: Nuremberg

Work Area: Client Solutions

Job Time: Full Time

Requisition ID: R00022653

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