

French subsidiary of a worldwide leader in dairy products is looking for a **National Key Account manager** for **6-month fixed contract**. You will be responsible for all sales activity in one assigned account, including sales strategies and activities to achieve revenue, contribution, and profit targets within promotional spend.

## **IMMEDIATE START**

### **Key Responsibilities:**

- Accountable for all sales across the account
- Implement Business Planning and develop positive customer focused relationships in order to deliver the company strategic sales plan in a mutually beneficial manner
- Deliver planned sales and contribution goals through available tools (including but not limited to volume, pricing, mix etc)
- Maintain and grow strong relationships at minimum of buyer level
- Co-ordinate development and execution of customer plans, ensuring that they are integrated with customer marketing
- Responsibility for the execution and control of trade promotional spending
- Achieve all sales, ranging, promotional, pricing and space objectives in the account
- Anticipate problems / opportunities to enable pro-active account management
- Identify and exploit business opportunities through the use of market data

### **PROFILE:**

- Graduate calibre with strong, demonstrable experience in FMCG Sales and first class account management skills
- Other key skills required include Advanced Selling, Negotiation, Presentation and Project Management
- Experience of working on Grocery Multiple Retail accounts is a plus
- Experience across Customer Marketing / Category is desirable, as is experience in both branded and customer brand / own label.

### **SALARY:**

Between £30k and £55k pro-rata according to skills and experience