

French subsidiary of a worldwide leader in dairy products which has made substantial investment in production and marketing in the UK, is looking for a **National Account Manager**. You are currently operating at NAM level and are ready to take your next career step, where you will directly manage two of their client's major grocery retail customers. You will also be responsible for all sales activity in assigned accounts, including implementation of joint business planning, sales strategies and activities to achieve revenue, contribution, and profit targets within promotional spend. As a National Key Account Manager, this is a key role with internal visibility of success right up to Management Committee level.

**ROLE:**

- Accountable for all sales across the accounts
- Implement Joint Business Planning and develop positive customer focused relationships in order to deliver our client's 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:**

- Well-trained and have gained hands-on experience in managing any of the major grocery retail multiple accounts with a recognised FMCG branded food, confectionery or drinks company.
- Experience and profitable sales growth success which has been achieved using all modern FMCG account management tools and processes.
- Experience should include: category management, JBP negotiation and working cross functionally with all key stakeholders, both internally and externally.
- Drive, energy and highly driven 'brand sell' influencing skills will be key to achieving success in this role.

**SALARY:**

Between £55k and £60k/pa according to skills and experience  
+ benefits