

International and innovative recycling company is looking for a dynamic, French speaking Shopper Marketing Manager to join their marketing team. The role is a sales position and the Shopper Marketing Manager will be responsible for identifying and developing growth opportunities within existing partnerships while working closely with the Account Management team.

ROLE:

- Supporting the European Account Management team to identify growth opportunities and developing the pipeline to meet the European Shopper Marketing objectives
- Developing and selling shopper marketing programmes to brand partners sales team (retail collections, in-store promotion etc.) and supporting the sell-in to retailers
- Leading sales pitches & securing deals that drive incremental revenue and enhance partners' current recycling programs
- Creating client-ready customized proposals and resources based on insights driving a return on investment (ROI) for brand partners
- Identifying and developing new products & services to fulfil our brand partners' expectations
- Supervising the implementation of sold services
- Contributing to update a library of case studies
- Internal & external reporting on upsells and activations

PROFILE:

- Fluent French and English
- Minimum 4 years of experience in Sales/Merchandising/Shopper Marketing in the CPG/Retail
- Outstanding skills to communicate, present and influence all levels of brands and retailers' organizations, including senior executive level
- Solid understanding of how to thrive in a results-driven environment
- Strong business acumen, problem solving, analytical, and planning skills
- Ability to work in an extremely fast-paced environment managing priorities
- Excelling at prioritizing projects balancing long term strategy with practical realities
- Excellent organizational, project management, and attention to details skills
- Thrive in cross-functional organization and team building
- Highly proficient in Microsoft Office, specifically PowerPoint & Excel
- An entrepreneurial spirit and can-do attitude
- Interpersonal and partnership building skills
- An innovative mind with problem-solving skills
- A demonstrated interest in sustainable/waste business would be beneficial

SALARY & BENEFITS:

- Between £35k and £40k according to skills and experience
- 25 Paid Holiday Days
- 2 Volunteering Days
- Online Yoga and wellbeing activities
- Company Pension contribution
- Enhanced Parental Leave
- Quarterly team engagement