

UK subsidiary of a French dairy producer with a strong UK client base is looking for a Junior Account Manager to look and develop their market share. The Junior Account Manager role requires candidates who are very interested in the food business, and liking cheeses will be important for the role as you will organise tasting and will participate in events. You will report to the Managing Director based in London, as most clients.

ROLE of the Junior Account Manager

- Taking over a portfolio of 20 UK customers (small and large mix, 12 customers are in the Greater London area) + a dozen UK prospects
- Negotiating range and pricing with each customer/prospect
- Following up on tariff application, product range changes, sampling, and technical information requests
- Identifying sales opportunity within the portfolio
- Showcasing the products range and their USP's
- Participating to food shows (mostly trade/few public)
- Following up on leads generated by shows, by emailing and by social media activities
- Proposing growth ideas such as new consumers/customers targets and new product development
- Collaborating with the UK and French teams to implement specific needs for customers around marketing support, customer shows or masterclass
- Helping UK and French teams to solve issues around ordering, logistics, invoicing, and recovery

PROFILE:

- Minimum 2 years B2B sales in FMCG in the food industry, ideally in the Dairy sector
- Minimum 2 years of sales and negotiation experience
- Understanding import of food or drinks to the UK will be a plus
- Motivated, organized and meticulous in your approach to daily task
- Have strong communication skills and be able to adapt your approach depending on the situation
- Not scared to pick up the phone and have good professional telephone manner
- French is a nice extra

SALARY & BENEFITS:

- £33,000 to 36,000 p.a, depending on experience
- Yearly bonus based on qualitative and quantitative targets
- 25 days holiday a year + bank holidays
- 8% contribution to a retirement plan by the employer
- Health insurance
- Hybrid working is the rule with a focus on connecting with or visiting our customers and prospects
- Either you are based in London and you will be required to spend 3 days per week at the office (when you are not visiting customers); if you are not based in London, you will still have to come once a month at the office

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