

Field Account Executive - Falkirk/Stirling

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Company: Just Eat Takeaway.com

Location: United Kingdom

Category: other-general

Location- Field based covering Central Scotland (Falkirk/Stirling)

All about the role

We provide the platform and tools to help independent restaurants move online and reach a significantly broader customer base – to generate increased orders and grow their businesses. We also provide the insights, advise, and support our growing community needs to satisfy customers and help raise standards across a vibrant takeaway sector.

As a Field Account Executive, you will be fully accountable for the development and growth of your area, driving both consumer choice and activated takeaway restaurants to maximise Just Eat orders. You will also act as a trusted advisor to our partners in your territory.

In this role you will have the opportunity to:

- Build strong relationships with existing Takeaway Restaurants, focusing on commercial growth

- Provide solutions to boost orders and increase average values for Restaurant Partners on the JET platform

- Expand consumer choices by acquiring popular restaurants across various cuisines

- Guide Restaurant Partners to enhance customer service and encourage repeat orders

- Streamline onboarding for new Takeaway Restaurants, prioritising quick optimisation

- Mentor and prioritise order growth for activated restaurants, promoting business efficiency

and growth

Can you deliver...

Here's what we're looking for from our Field Account Executive expert...

Proven experience in B2B sales or account management

Desire to achieve ambitious targets

Strong presentation and communication skills

Passion for continuous learning and self-improvement

Sharp attention to detail and effective multitasking

Possession of a full clean manual UK driving licence

At JET, this is on the menu:

#LI-DC2

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