

## National Account Manager - Discounters

[Apply Now](#)

Company: PZ Cussons

Location: United Kingdom

Category: other-general

We are PZ Cussons. Our purpose is **For everyone, for life, for good.**

Sustainability and the wellbeing of people, families and communities everywhere are at the heart of everything that we do.

Since our founding in 1884, we have been creating products to delight, care for and nourish consumers. Across our core categories of Hygiene, Baby and Beauty, our trusted and well-loved brands include Carex, Cussons Baby, Sanctuary Spa and St. Tropez.

### **Internal**

Work with SNAM to deliver retailer strategy.

Update and deliver monthly, quarterly and annual sales forecasts indicating risks and opportunities.

Weekly analysis of retailer sales reports sharing qualitative and quantitative results.

Negotiate annual JBPs with the retailers.

Delivery of agreed sales and profit targets.

Manage trade spend effectively, ensuring to drive brand awareness whilst maximising profitability.

Budget building and delivery.

Manage promotional planning along with the marketing team to ensure profitable growth and

optimum NPD buy in whilst respecting brand values.

Monthly promotional analysis in conjunction with Finance Team including recommendations to deliver improved return on future promotional investment.

Oversee the supply chain within the account through forecasting and delivery.

Participation in key business meetings such as forecast validation, NPD and brand meetings, presenting a review of account performance identifying challenges and opportunities as appropriate.

Other ad hoc activities to drive sales.

Lead category performance.

Cross functional monthly retailer meetings to review performance.

Drive profitable EPOS sales, building brands appropriately.

Develop strong networks and partnerships across all relevant departments with all accounts.

Ensure consistent excellent service to retailers delivering a best in class approach.

Collaborative creation and delivery of JBPs with retailers.

Review sell out performance and take appropriate action as required.

Update on market and competitor activity within all accounts.

+2 years National Account experience

Team player.

Analytical and detail orientated.

Strong communication skills – written and verbal.

Highly operational.

Excellent presentation skills.

Proficient in Microsoft Office.

Strong negotiation experience.

Highly organized.

[Apply Now](#)

#### Cross References and Citations:

1. [National Account Manager - DiscountersSearchnzjobs Jobs United Kingdom Searchnzjobs ↗](#)
2. [National Account Manager - DiscountersSqljobs Jobs United KingdomSqljobs ↗](#)
3. [National Account Manager - DiscountersReferralrecruits Jobs United Kingdom Referralrecruits ↗](#)
4. [National Account Manager - DiscountersThehiredjobsJobs United Kingdom Thehiredjobs↗](#)
5. [National Account Manager - DiscountersDenverjobs Jobs United KingdomDenverjobs ↗](#)
6. [National Account Manager - DiscountersGynecologistjobs Jobs United Kingdom Gynecologistjobs ↗](#)
7. [National Account Manager - DiscountersSearchamericanjobs Jobs United Kingdom Searchamericanjobs ↗](#)
8. [National Account Manager - DiscountersTechcompanyjobfinder Jobs United Kingdom Techcompanyjobfinder ↗](#)
9. [National Account Manager - DiscountersLebanonjobsJobs United Kingdom Lebanonjobs↗](#)
10. [National Account Manager - Discounters Switzerlandjobs Jobs United Kingdom Switzerlandjobs ↗](#)
11. [National Account Manager - Discounters TraveljobsJobs United KingdomTraveljobs ↗](#)
12. [National Account Manager - Discounters Newyorkcityjobs Jobs United Kingdom Newyorkcityjobs ↗](#)
13. [National Account Manager - Discounters Iexpertini Jobs United KingdomIexpertini ↗](#)

14. **National Account Manager - Discounters Turkeyjobs Jobs United KingdomTurkeyjobs**  
↗
15. **National Account Manager - Discounters Emailjobs Jobs United KingdomEmailjobs**  
↗
16. **National Account Manager - Discounters Techcompanyjobfinder Jobs United Kingdom Techcompanyjobfinder** ↗
17. **National Account Manager - Discounters Searchcanadajobs Jobs United Kingdom Searchcanadajobs** ↗
18. **National Account Manager - Discounters Egyptjobs Jobs United KingdomEgyptjobs**  
↗
19. **National account manager - discounters Jobs United kingdom** ↗
20. **AMP Version of National account manager - discounters** ↗
21. **National account manager - discounters United kingdom Jobs** ↗
22. **National account manager - discounters Jobs United kingdom** ↗
23. **National account manager - discounters Job Search** ↗
24. **National account manager - discounters Search** ↗
25. **National account manager - discounters Find Jobs** ↗

Source: <https://uk.expertini.com/jobs/job/national-account-manager-discounters-united-kingdom-pz-cussons-03ca40a5cd/>

Generated on: 2024-05-05 by Expertini.Com