

National Account Manager - FMCG Drinks

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Company: Headliners Recruitment

Location: Shenfield

Category: sales-and-related

National Account Manager – Essex (on central line) - 4 days in office - Perm - up to £60K plus bonus and benefits

Looking for a confident, high-calibre National Account Manager with experience of managing grocery accounts to own the top 4 grocery accounts in the UK and several other smaller accounts.

This position requires someone with 3+ years of proven success and high-level exposure to the 'right way' of doing things. If you have an excellent black book of grocery contacts, excellent written, verbal communication and influencing skills, can think creatively and strategically with a growth mindset, have a track record of hitting targets, knowledge of commercial and office software (e.g. Excel, PowerPoint), are a team player with the ability to collaborate effectively across departments, and have a good understanding of health and wellness trends - we want you!

You'll be responsible for gaining listings within key grocery accounts that our client is not already listed in, expanding the brand's visibility across retailers by ensuring strong relations with existing accounts are growing the current listings to be in larger landscapes within the retailers. Additionally, you'll develop joint business plans, forecasting and promotional planning while driving brands awareness and penetration.

If this sounds like you then click apply now!

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