

United Kingdom Jobs Expertini®

National Account Manager – Foodservice – Groups

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Company: White Recruitment

Location: United Kingdom

Category: other-general

National Account Manager Foodservice Groups – Education, Healthcare, Leisure.

National Account Manager required for a multi national's core foodservice brand.

National Account Manager MUST have a proven track record in External Sales within the Foodservice industry and be happy to operate in a National, Home Based role.

Foodservice Group Accounts experience experience at National level is ESSENTIAL (Hospitality, Education, Leisure and Healthcare)

The Package:

Circa £45K – £50K salary. OTE £60K+ Bonus, £ Car Allowance, 25 days holiday, Health Care, Childcare Vouchers

Personal Accident, Life Assurance, Company Car, Employee Discount,

The Role:

Within the Free Trade Multiple Sector, the **National Account Manager** will manage a portfolio of multi million pound **consortia** customers across sectors, such as education, healthcare & leisure.

Requirements :

Proven account manager at National level, with excellent track record of client management, ideally with demonstrable working knowledge of consortia

Proficient in the use of Microsoft Excel to advanced level, Word, Power Point, Outlook

Excellent commercial acumen and verbal, written and presenting skills

Ability to communicate effectively to Board level

Be decisive, assertive, persuasive and motivational with excellent negotiating skills

Experience with Foodservice Wholesale

The **National Account Manager** will be innovative and demonstrate originality and creativity in finding solutions and meeting the needs of the clients within the trade channels in your portfolio. You will have the ability to develop and communicate sound commercial arguments, and have a thorough understanding of the cost drivers and their impact on both the Company and the specific client's needs whilst working alongside our regional Key Account Manager teams, supporting business objectives growth & development of key accounts at unit level.

The Company:

“Award Winning Multi National and preferred supply partner to 50,+ customers and employees across the UK”

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WR is acting as an Employment Agency in relation to this vacancy.

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