

National Account Manager (Home-Based)

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Company: Lime Talent

Location: England

Category: other-general

Location: Home-based in England - there will be some occasional travel within the UK required, to work with retail customers and meeting with the team in London. The

Company: Our client is a well recognised challenger brand within food. They have over 20 products available in major UK retailers such as Tesco, Sainsbury's, Waitrose, Ocado, Booths, Whole Foods Market, and they also export to various international markets including Europe, the United States, and Australia. The Vacancy: We seek a proactive individual with experience in UK retail account management. In this role, you will collaborate with our sales and marketing departments, focusing primarily on our UK operations. Responsibilities include expanding existing sales channels, providing precise forecasting through data analysis, and identifying opportunities for new business ventures. This role is ideal for an experienced Account Manager with a background in FMCG for Food and Beverages, particularly within major retailers. Responsibilities: ● Cultivating strong relationships with key customer contacts. ● Evaluating promotional performance and devising strategies to enhance effectiveness. ● Managing SKU-level forecasts for designated customers. ● Leveraging customer systems to optimise sales, including influencing availability and promotions. ● Analysing category data to identify growth opportunities. ● Collaborating with marketing to develop effective customer plans. ● Enhancing brand visibility and presence in-store. ● Managing accounts within budgetary constraints. ● Monitoring market performance and competitor activities. ● Communicating performance internally and externally, recommending corrective actions as needed. About You: ● Entrepreneurial mindset with strong teamwork and communication skills. ● Ideally, 5+ years of experience in FMCG,

particularly with major UK supermarkets.● Possession of a full UK driving license (preferred but not mandatory).● Proficiency in Google Sheets/Excel & Google Slides/PowerPoint.● Adept at negotiation and passionate about sales.● Meticulous attention to detail and excellent analytical abilities.Salary £42,000 - £50,000 base (depending on level) + 20% BonusLime Talent is a recruitment agency specialising in the consumer goods industry. To view a broader selection of our current vacancies go to www.limetalentgroup.com or call us on 0207 042 3800.By making an application to Lime Talent you confirm that you have read and agree to our privacy policy which can be found at <https://www.limetalentgroup.com/privacy-and-data-policies>The Lime Talent team always review and process job applications swiftly. However due to the high volume of CVs that we receive online, we regrettably are not always able to respond to every applicant individually. If you've not heard from us within 5 working days, unfortunately on this occasion your application has not been successful.Lime Talent Ltd is acting as an Employment Agency in relation to this vacancy.

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