

## National Account Manager

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Company: Molton Brown

Location: London

Category: other-general

Born on South Molton Street, London in 1971, Molton Brown is an icon of uniquely British style. Today, Molton Brown is one of the leading global brands in Kao's global cosmetics portfolio. Growing from small-scale artisans into the international fragrance brand it is today, its pioneering presence is felt in our stores and websites, travel retail, luxury department stores and the most esteemed hotels around the world.

Expertly blended in London, Molton Brown's signature fragrances, bath and shower gels, home and hand care luxuries have claimed iconic status. Kao and Molton Brown have a passion for integrity, for craftsmanship, for artistry and for giving our consumers the ultimate, quality experience.

### **The role:**

We have a National Account Manager position within the UK retail team, this role will have key account responsibility. We are seeking an excellent communicator with strong retail account management experience to join the Molton Brown team and take responsibility of management of key high-end retail partnerships in the UK. In this role you will be responsible for the development of strategic, long-term partnerships with key retailers with the intention to maximize sales whilst respecting the brand's luxury credentials. The ideal candidate will be commercially minded and comfortable with sales and profit targets and someone who wants to make a difference.

### **What You Will Do**

Drive sales and profit across key Molton Brown partnerships including having P&L

responsibility

Development and implementation of strategic and commercial plans for the region and by key retailer to allow for desired growth

Reporting on sales performance, forecasting and development of stretched plans

Drive product and brand excellence in all wholesale environments (online + bricks)

Build strong relationships with accounts to maximise business growth and opportunities

Work with the European team to explore and capitalise on opportunities and drive efficiencies

Main responsibility will be to lead one of Molton Brown's key account partnerships as well as some physical bricks/clicks retailer(s).

### **What You Will Need**

BSc/BA hons degree or equivalent

2-5 years' experience in an account management / business development or experience within Beauty as a buyer working for a leading retailer.

QVC, John Lewis or Amazon (vendor) experience advantageous

Experience building commercially sound product ranges, specific to retailer needs

High attention to detail managing complex negotiations with high number of variables

Strong commercial & analytical skills, with the ability to identify opportunities to drive long term profitability.

Proven track record of delivering outstanding business results and exceeding targets.

Entrepreneurial flair with excellent negotiation, presentation and influencing skills

Highly skilled at building and cultivating multi-level relationships both internally and with retailers.

Experience in full P&L accountability

Deep understanding of the luxury beauty landscape and ability to turn insights into sales-

driving recommendations for the business

Experience in working with Marketing teams and ability to influence trade marketing plans to drive ROI

Experienced in working with supply chain and product development functions with an understanding of product development process and timings

Proven success in managing a number of projects to tight deadlines

Highly organized and able to demonstrate strategic thinking

Molton Brown is part of Kao founded in Japan in 1887, Kao is passionate about making a difference in people's lives with our high-quality products and services to create a Kirei Life for all – a beautiful life that respects the needs of our consumers and customers as well as the planet. We never compromise on quality and craft our products with care for the consumer and the environment. As a company driven by purpose and strong corporate values, we pride ourselves to be listed among the World's Most Ethical Companies since 17 consecutive years. Our corporate philosophy, the Kao Way, guides us in everything we do – acting with integrity, courageously driving innovation and treating each other with trust and respect.

**How we work** Having been selected among the World's Most Ethical Companies for 17 consecutive years, we are a company with a purpose and strong corporate values. We never compromise on quality and craft our products with care for the consumer and the environment. At Kao, each employee can actively shape their job and their career. We work collaboratively to achieve our common goals, always aiming to deliver the best for our customers.

**What we offer** A friendly and flexible work environment with competitive salaries, benefits package, ongoing development and the opportunity to enhance your skills and deliver tangible results. At Kao your voice will be heard. Your opinion really counts. We believe that change comes from taking opportunities into your own hands, so we value and reward entrepreneurial thinking and innovation.

**Hiring Process:** Kao embraces the diversity and the individual personalities of its people because we believe it is diversity that makes us strong. This is why we welcome applications from all areas of the global community.

**Want to learn more?** If you feel you are as unique as our products and want to find out why

33,000 people across the globe opted for a career with us please visit

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