

United Kingdom Jobs Expertini®

National Account Manager -Rice- Rochester, UK

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Company: Parker Connect

Location: United Kingdom

Category: other-general

National Account Manager -Rice- Rochester, UK

Foster relationships with customers and internal stakeholders at all levels. Understand customer business strategies and growth drivers and develop winning growth plans aligned to customer strategic imperatives.

Management and growth of the Branded side of the Business.

Support the management team in defining budgets, targets and format driven strategies.

Negotiate cost price changes, range, distribution, shelf positioning, promotional activities etc. to build the brand within the customer portfolio.

Management of Own Label contracts as appropriate, including securing new business, maintaining current business and managing the P&L in a commodity driven environment. Formulating customer specific plans/strategies in line with accountable budgets, costing, packaging and retail prices.

Maintaining accurate customer records and ensure internal processes are adhered to.

Create and maintain demand forecast at volume, value and profit level.

Ensuring internal company functions give the highest level of customer service to national accounts e.g. supply chain and delivery.

To utilise category management principles to add value to accounts.

To keep customers informed of any emerging issues / trends within the global rice

commodity market.

To monitor competitor activity and adjust forward plans to ensure KPI's are met and ensure that appropriate colleagues are continuously informed.

Ensure innovation plans are landed successfully.

Identify business opportunities to increase brand visibility and presence.

Any other reasonable duties, responsibility or requests that may be issued by management from time to time.

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