

National Account Manager

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Company: Alexander Steele Recruitment

Location: Scotland

Category: other-general

National Account Manager Central Scotland/hybrid Competitive salary/package Alexander Steele is delighted to announce that we have partnered with a market leading food business in their category to find a National Account Manager to join their team. This candidate will directly manage the relationship with a leading retailer. Summary of Role: Meet and exceed the sales and profit targets identified. Managing sales to customers as designated by the Commercial Director and the CEO. Proactively contacting customers to maintain a high level of service, whilst identifying and exploiting opportunities for profitable growth. Maintaining current sales contacts. Generating sales to existing customers. Securing new customers. Keeping detailed and accurate records. Developing and implementing key sales, promotional strategies, and joint business plans with customers. Building strong relationships with retail buying teams. Negotiating prices. Delivering clear and structured new product development. Developing new business opportunities. Undertake all line management duties with regards to account managers/trainee account managers. Contributing to the overall commercial strategy and growth of the business. Requirements: Excellent communication, presentation, and negotiation skills. A passion for delivering results and the drive to exceed expectations. A team player. Self-motivated and a strong commitment to personal development. Professional approach and attitude. Please get in touch with me at lewis.miller@alexandersteele.com if you require any further information on the role before applying.

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