

United Kingdom Jobs Expertini®

National Account Manager

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Company: Alexander Steele Recruitment

Location: United Kingdom

Category: other-general

National Account Manager - HoReCa (FTC - Maternity Cover) Potential to be permanent Alexander Steele is recruiting on behalf of a Global Manufacturer of Food / Confectionery ingredients. This client is a world leader in their sector and operates across the full supply chain from the sourcing of raw materials to high quality end products. Please note, all applicants require end user experience within the HoReCa / QSR channel. No other experience will be considered at this stage. An exciting opportunity has arisen for a National Account Manager to join the team with responsibility for specific HoReCa, Bakery & Patisserie QSR accounts across the UK. The portfolio will include the likes of Greggs, Starbucks, Tim Hortons, Nero etc. Remote Working - 1 x per month in the Office min (South UK) Expected travel per week - 3 / 4 days £45-55k + Company Car / allowance + Bonus + Strong Benefits What your tasks are: Focus on growing and developing existing customers, together with generating new business (eg introduction of new products, focussing on value added products etc) Understand the customer market, capability & position to create JBP's that drive growth across the product range. Develop positive working relationships with key stakeholders within the customer including sales, buying, technical, NPD & Supply chain. Provide reports on customers & competitor activity. Arrange & manage quarterly reviews with key customers. Coordinate Trade Marketing activities for key customers. Contract management: Ensure the timely admin of contract bookings. What are we looking for: You have relevant professional experience in the sales of Food Ingredients or educated at degree level within Food Science. Must of worked with direct QSR End user accounts. Presentation Skills - Outstanding presentation, verbal & written skills. Ability to

analyse and manipulate data.Experience of analysing market information and forecasting sales opportunities.Please email sam.gilmour@alexandersteele.com or apply on LinkedIn.

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