

National Account Manager

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Company: Lime Talent

Location: United Kingdom

Category: other-general

Position: National Account Manager (Home-Based)

Package: Salary £42, – £50, base (depending on level) + 20% Bonus

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.

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