

National Account Manager

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Company: The Advocate Group

Location: United Kingdom

Category: other-general

National Account Manager UK Wide Up to £55,000 + Bonus + Car allowance Do you want to work for a leading Wine business across the UK? Are you an experienced National Account Manager with a great track record managing and building on relationships and a passion for the wine market? The Advocate Group are currently representing a leading Wine business that is a pioneer within the industry. They are looking for a National Account Manager to manage the relationships of the leading Foodservice and Catering customers. The National Account Manager will help develop long term strategies, manage the P&L, and identify new business opportunities, while maximising brand exposure. Key Responsibilities: · Manage clients in the Foodservice Channel (Contract Caterers predominately) · Develop mutually beneficial business relationships · Achieve new business target and set budgets for accounts · Identify and evaluate new business opportunities · Set targets and budgets for direct reports · Negotiate commercial agreements for brand exposure and company benefits About You: · Foodservice experience is essential · Wine experience is desired although BWS will be considered · Outcome and relationship focused · Proficient on Excel · Confident with data analysis and report building If the role and responsibilities sound like they are a fit for you – then I'd love to speak to you! The Advocate Group is a leading search and selection business providing top talent to the consumer products sector. If you're interested in finding out more about our available opportunities or how we can help you further your career, then please contact us today. Please get in touch with Kayleigh Astin or click "Apply Now" to be considered for this vacancy.

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