

United Kingdom Jobs Expertini®

Senior National Account Manager - FTC

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Company: Veblen International

Location: London Area

Category: other-general

Are you an experienced Senior National Account Manager with a passion for beauty and a talent for building strong relationships? We're seeking a dynamic individual to join a rapidly-growing mass beauty brand for a fixed term contract, overseeing key UK accounts and driving sales success. As a Senior National Account Manager, you'll play a pivotal role in managing relationships, executing joint business plans, and maximizing opportunities for growth.

Key Responsibilities:

- Account Management Excellence:** Take full ownership of key accounts, managing timelines, retailer expectations, sales, promotional cadence, and newness coordination with global launches.
- Sales Target Achievement:** Collaborate with the team to exceed sales targets, profit expectations, and customer objectives.
- Relationship Building:** Cultivate and maintain strong relationships with buyers and internal stakeholders to foster mutual success.
- Joint Business Planning:** Develop and implement annual Joint Business Plans with customers, driving alignment and mutual growth.
- New Business Opportunities:** Identify and pursue new business opportunities based on customer insights, overseeing end-to-end implementation.
- Marketing Collaboration:** Coordinate with UK-based team on global launches, ensuring comprehensive support campaigns for optimal execution.
- Financial Forecasting:** Create and report Gross and Net financial forecasts, proactively addressing performance and opportunities for improvement.
- Trade Spend Management:** Effectively manage trade spend to maximize brand awareness and profitability.
- Commercial Review Meetings:** Lead internal and external commercial review meetings, providing valuable analysis and insights.
- Process Optimization:** Identify opportunities to increase retail sales, gross sales, and operational efficiencies.
- Internal Communication:** Own internal communication and

documentation, ensuring clarity and alignment across teams. What You'll Bring: Proven Experience: Demonstrable experience managing UK accounts at the Senior National Account Manager level with a particular focus on mass beauty retailers. Relationship Building Skills: A track record of building and maintaining strong relationships with clients and internal teams. Team Management: Experience in managing and developing a team to achieve collective goals. Influencing and Negotiating: Excellent influencing and negotiating skills to drive mutually beneficial outcomes. Analytical Thinking: An analytical mind with a creative approach to problem-solving, supported by strong Excel skills.

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