

UK National Key Account Manager

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Company: Flahavan's

Location: United Kingdom

Category: other-general

Company DescriptionFlahavan's is a family-owned business and market leader in the hot oats category. The company has been milling oats in Ireland for over 200 years and continues to grow through consumer-led product innovation. 25% of Flahavan's current business is in the United Kingdom and Northern Ireland. Flahavan's have quickly grown to become the Number 2 brand in hot oats in the UK market as well as the market leader in Organic oats. Flahavan's plan is to continue to develop and grow these sales to develop our position in this market.

Role DescriptionThis is a full-time role for a UK National Key Account Manager. The UK Account Manager will make and build key relationships with our retail customers, distribution partners and stakeholders including our branded sales direct to UK retailers (Tesco, Waitrose, Sainsbury's, Morrisons, Ocado and Asda) and sales in NI through our distributor (Jacobe Distribution).The Key Account Manager will be responsible for managing existing relationships, developing joint business plans as well as identifying new business opportunities. The candidate will develop sales budgets for the UK and NI markets. Day-to-day tasks include collaborating with cross-functional teams, ensuring effective communication, and developing and executing account plans.

LocationThe position will ideally be UK based but we will be open to discussions with the appropriate candidate. The candidate will be expected to be in Flahavans Head office in Kilmacthomas, Co. Waterford for a significant period of time during induction and at other critical points in the year as business needs dictate.

QualificationsMinimum of 7+ years experience in account management and/or salesStrong track record of achieving targets and driving business growthExcellent communication, negotiation, and relationship-building

skillsExperience in the food/FMCG industry is preferredAbility to work collaboratively and effectively in a remote team environmentAnalytical and fact-based approach Excellent organizational and time management skillsBachelor's degree in a related field is preferredGood fit with Flahavan's company culture.

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