

<b>Job Title:</b>	<b>Senior National Account Manager</b>
<b>Department:</b>	<b>Retail Sales</b>
<b>Location:</b>	
<b>Salary/Package:</b>	
<b>Reporting to:</b>	<b>Head of Retail Sales</b>

### Organisation

The company is a highly successful and diverse food manufacturing business, supplying customers in the Retail, Foodservice and Food Manufacturing sectors.

An innovation-lead SME, operating from state of the art production facilities, the company delivers a total solution service from the supply of core ingredients through to the manufacture of dressings, drizzles and marinades.

The company has ambitious plans for growth, with a number of exciting opportunities in the pipeline. We require an experienced Senior National Account Manager to join our existing team to support our growth plans and deliver outstanding innovation to our retail customers.

### Job Purpose:

- To drive & deliver current and new business with a Key Customer to company.
- Strive to exceed targeted budget for profitability through introduction of new ranges and entrance into new Categories together with, and maintenance of, existing business and Categories.
- Identification and management of projects which will supply point of difference or competitive advantage over our competition.
- Working closely with the Innovation Manager and Category Manager to fulfil the aspirations of the business for an insight and innovation led Retail team.
- Lead with the Customer on Category Reviews, introducing range change and implementing strategies for growth – in a sustainable and profitable manner for JDM.
- Be the main point of contact for the customer on all Customer focused development projects.

### Role Accountabilities:

1	<p>Manage the Customer's day-to-day business – including all projects from concept to launch, adhering to all agreed budgets, timescales and initiatives.</p> <p>Intimately understanding the range of stakeholders within the Customer's business and influencing at all levels across the Commercial Team.</p> <p>Recognising and utilising the Technical influence within the Category – through gaining and applying Technical understanding.</p> <p>Understanding the seasonality of the range and procurement process.</p> <p>Understanding the capacity of our business in each Category and applying influence accordingly.</p>
2	<p>Develop a plan for the maintenance and growth of the Customer's business via JBP and in keeping with the company's goals.</p>

3	Work closely with the Innovation Manger and Category Manager to: a. Maintain and grow current categories b. To deliver new products and processes outside the current categories.
4	Manage focused development of new products to deliver the budgeted margin.
5	Deliver Category winning insight and implement the innovation it drives – ahead of Competitors.
6	Present current and new categories to customers backed up by the commercial rationale. Influence and persuade customers to accept changes, new categories etc.
7	Use the principles of Category Management to gain a true understanding of the wants and needs of the consumer in order to work with Innovation Manager to meet these needs through development of range.
9	Be an expert in the Multiple Retailer sector of the UK – understand competitors, Category threats and recognise opportunities.

<b>Qualifications and experience</b>	
<b><i>ESSENTIAL:</i></b>	
Minimum of 2 years' experience working in the NAM function in top 4 UK Retail Sector.	
Experience of full P & L management of a Multiple Retail Account	
Category management experience and knowledge	
Experience of dealing with challenges from retailers and managing their expectations	
Excel / Word / Powerpoint proficient	
Excellent time management	
Financial cost control experience and managing a budget and costs	
Ability to produce and manage critical paths	
<b><i>DESIRABLE:</i></b>	
Experience of food manufacturing preferably in a chilled produce food environment.	
Fresh Produce Category experience	
Experience of working on Tesco Account	
Leadership experience preferred.	
Love and passion for food	