

Job Title:	UK Sales Manager
Reports to:	Commercial Director
Responsible for:	Designated UK accounts; generating incremental revenue and margin, relationship building through effective Business Planning and strong sales implementation.

Key Accountabilities:

- Working with designated accounts to ensure company optimises position, exceeds profit budgets and manages all aspects of the commercial relationship.
- Working with Brand Team and NPD to deliver key agreed Plans
- Ensuring relevant colleagues are aware of all key aspects of customers

Duties:

- exploring new and lucrative Business/Customer potential
- building and developing relationships with existing customers through meetings and tele-communications
- agreeing and implementing effective Joint Business Plans
- negotiating on; price, costs, investments, delivery and specifications with buyers and managers;
- negotiating the terms of customer agreements and closing sales;
- making accurate, rapid cost calculations and providing customers with quotations;
- challenging any objections with a view to getting the customer to buy; advising on forthcoming product developments and discussing and agreeing effective and agreed investments;
- creating detailed proposal documents, often as part of a formal bidding process where necessary;
- gaining a clear understanding of customers' businesses and requirements;
- gathering market and customer information;
- feeding future buying trends back to the company;
- representing the organisation at trade exhibitions, events and demonstrations;
- liaising with the relevant departments to check the progress of existing orders; delivery of Monthly Sales Forecasts
- general account management;
- recording sales commitment and up-dating and communicating forecasts and changes as necessary
- Working to agreed KPIs and objectives; monitoring sales performance against targets;
- attending meetings as appropriate and sharing best practice with colleagues;

Health and Safety

- Operate in accordance with procedures, regulations and other company documentation.
- Maintain work area in a clean and safe state.
- General awareness of the consequences of acts or omissions at all times.
- To take reasonable care for the Health & Safety of him/herself and of other persons who may be affected by his/her acts or omissions.
- Regarding any duty or requirement imposed on his/her employer or on any other person by or under any of the relevant statutory provisions, to co-operate with him so far as is necessary to enable that duty or requirement to be performed or complied with

Quality

- Liaising, monitoring and managing quality and QA systems.
- Carry out all work to standards laid down by suppliers, management and with full regard to the needs of GMP.
- Carry out all procedures correctly as laid down within the Company Quality Systems and with regard to relevant Health and Safety Procedures.
- Liaising, monitoring and managing quality and food safety systems
- Carry out all work to standards laid down by suppliers, customers & management with full regard to the needs of GMP, product quality, safety and legality
- Carry out all procedures correctly as laid down within the Company Quality & Food Safety Systems.

Flexibility

- Flexible approach to working hours, within terms of contract.

Key Skills and Attributes

- Experience of sales in FMCG
- Excellent communicator
- Exceptional presentation skills
- Numerate with excellent Analytical skills
- Good all round skills in MS Office Suite
- Work unsupervised and to tight deadlines
- Driven
- Excellent organisational skills
- Ability to recognise opportunities
- Tenacious
- Confidence in own ability
- Team player
- Conscientious
- Reliable
- Good Housekeeping
- Consideration for others
- Good timekeeping
- Health & Safety aware