

National Accounts Manager (Ref: 244)

Salary: Negotiable + bonus + car

Location: Open (home based)

Can you put some oomph into our supermarket sales?

Our client is the UK and European sales arm of a fresh food manufacturing business owned by a substantial PLC. Their exciting headline brand is a fun and funky, "grab and go", healthy snack product with huge growth potential. The company has created state of the art production capacity to enable rapid sales uptake and has a strategy for brand variations and extensions. Significant turnover has already been built with both independents and multiples and the challenge for 2010 is to establish listings and develop penetration into the major multiple grocers in order to increase the brand presence and profile.

In order to meet these challenges and hit sales targets, our client is now seeking a proven National Accounts Manager to deliver new key customers. You will need to be a high impact individual with the creativity, substance and credibility to engage and influence buyers at the highest level. You will have the tenacity and resilience to bounce back if things don't go to plan and to persist until you achieve your goals.

You must be experienced in selling fresh food products and have a track record of opening, developing and sustaining key accounts and hitting stretch sales growth targets, including in major national multiples at Head Office level. You should be comfortable and accurate in your ability to budget and forecast expected sales and will be administratively well-organized and self-sufficient. Your written and verbal communication skills will be similarly top drawer. The successful jobholder with management ambition and potential will have the opportunity to build a strong key accounts team to support the growing brand. This is an outstanding chance to make your mark in a smaller organization and take your career to the next level.

Ideal skills and qualities for this National Account Manager role will be:

- Target driven achiever
- Skilful and persuasive presenter
- Relationship builder
- Passionate
- Risk taker
- Innovative
- Resilient
- Makes things happen!



Does this excite you? Does this sound like you? If so, then please send us your fully detailed application including your current remuneration package and quoting job ref 244, to charlotte@highgrowthltd.co.uk Closing date for applications is 4th February 2010.

There will be a "selection" day which the clients will attend on Thursday 11th February 2010 in the W. London area. **Please keep this date clear!**

High Growth is a recruitment business using innovative selection techniques to help its clients engage the best people. www.highgrowthltd.co.uk

Key words: accounts management, key accounts manager, business development, sales, fresh foods, food products, relationship manager, marketing.