

National Account Executive – Frozen commercial, 16-month fixed term contract

Location: Blagdon or Newton Abbot

Job Level: 5C

Salary: Competitive

Closing date: Friday 21 June 2019

So what will I be doing?

As National Account Executive, you will be joining the Commercial team in a distinctive, ambitious and trusted manufacturing company that is committed to making great British dairy the right way. Forever. Working closely with the Head of Frozen and Desserts you will be responsible for providing insights and analysis to provide support for our customers within the frozen commercial sector.

This role can be based at Blagdon or Newton Abbot with some visits to retailer Head Quarters for presentations.

Key responsibilities will include:

- Supporting the creation of a clear customer vision, strategy and joint business plan to deliver sales targets
- Developing relationships with key external stakeholders to positively raise the profile of the business
- Communicating key messages to the wider business in a professional and timely manner working closely with the Category Head and Central Planning teams
- Being financial accountable for business accounts
- Providing support with event planning including promotions, new launches, de-lists and distribution changes
- Liaising with the Artwork & Development team to ensure that key deadlines are met

Sounds interesting, what do I need?

These skills:

- Ability to make prompt, clear decisions
- Make a positive personal impression on others
- Able to influence and persuade others
- Strong data analyses skills
- Excellent organisational skills and attention to detail

How do I apply?

To apply please send a copy of your CV and a covering letter to careers@yeovalley.co.uk

Closing date: Friday 21st June 2019

Please bear in mind that our closing dates are used as a guide for when the application window is expected to close. We reserve the right to close the application window sooner than the date displayed if we can. **We therefore recommend that you get your application in straight away – and don't miss the opportunity to join us!**

Why should I join the family?

At Yeo Valley we are independent, British and proud to be making the highest quality yogurts, desserts and ice cream under the Yeo Valley brand and for many of the UK's major retailers.

Operating from four dairies and two logistics centres in Somerset and Devon, we employ over 1700 staff and produce more than 25% of the UK's packaged yogurt.

We're sure you don't need convincing, but there's a whole host of benefits that we offer including: 25 days' holiday, plus bank holidays, pension scheme, healthcare, childcare vouchers, cycle to work scheme, subsidised products and services and preferable rates with our partners.