

**Account Manager****Location:** Blagdon, Somerset**Job level:** 8C**Salary:** Competitive**Closing Date:** Friday 14 June 2019**So what will I be doing?**

Reporting directly to the Head of Category, you will be responsible for planning, developing and implementing a Customer strategy that supports the delivery of the Yeo Valley strategic plan supported by a long-term customer supply agreement. You will be responsible for the formulation and delivery of individual Account objectives aligned to the overall Yeo Valley strategic plan.

As a key member of the Sales team, you will lead by example, setting standards others aspire to whilst delivering against your budgeted KPI's.

Key responsibilities will include:

- Creating a clear Customer vision, strategy and joint business plan to deliver against Yeo Valley's budgeted sales and market share, whilst continuing to enhance and develop our long-term Partner relationships
- Positively raising the profile of the Yeo Valley business with your Customer(s) through establishing and maintaining a strong set of relationships with key external stakeholders
- Supporting the creation of a consumer-led long term development plan with your Customer(s), capturing key trends, working closely with the development team
- Delivering Yeo Valley brand plans including New Product Development launches, achieving targeted distribution, volume, sales and Marginal Gross Profit.
- Assuming full responsibility of the Customer(s) P&L, regularly monitoring performance against budgeted objectives, identifying risk and taking corrective actions where necessary
- Supporting and leading (where appropriate), wider business projects within the Programme Steering Groups as dictated by Yeo Valley strategic priorities
- Agreeing long term supply agreements for own label
- Developing an open book model with your Customer(s), identifying opportunities for greater efficiencies & shared benefits
- Communicating key messages to the wider business in a professional and timely manner including Weekly Sales performance and Periodic Reporting

**Sounds interesting, what do I need?**

- Degree educated (or equivalent work experience)
- Demonstrable experience dealing with major multiple retail customers
- Commercial acumen – ability to identify & execute optimal commercial returns
- Excellent negotiation skills
- Excellent presentation & communication skills
- Currently working as a high performing National Account Manager
- Ability to effectively communicate with senior leaders internally and with customer

**How do I apply?**

To apply please send a copy of your CV and a covering letter to [careers@yeovalley.co.uk](mailto:careers@yeovalley.co.uk)

**Closing date:** Friday 14<sup>th</sup> 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.