

## **National Account Executive**

**Location:** Blagdon, Somerset

**Job level:** 5C

**Salary:** Competitive

**Closing Date:** Wednesday 19 June 2019

### **So what will I be doing?**

As National Account Executive you will be joining the Sales team in a distinctive, ambitious and trusted food manufacturing company that is committed to making great British dairy the right way. Forever. Reporting directly to the National Account Manager you will be responsible for providing commercial and administrative support along with being an important point of contact to various stakeholders. You will be an important point of contact for internal and external stakeholders.

As a key member of the Sales team, you will lead by example, setting standards others aspire to whilst supporting the National Account Manager to deliver your account budgeted KPI's.

Key responsibilities will include:

- Monitoring and identifying market trends, make recommendation based upon key insights
- Positively raising the profile of the Yeo Valley business through establishing and maintaining strong relationships with key external stakeholders
- Providing promotional ROI analysis and suggesting refinements for promotional plans
- Once up to speed on the core elements of the role, there will be an opportunity for you to take on ownership of specific product areas
- Delivering administrative support in the following work areas:
  - Event planning including promotions, new launches, de-lists and distribution changes for all category products supplied to the category customer base
  - Liaising with the National Account Manager and Central Planning teams as and when required including the refinement of the Customer forecasts / production plans where appropriate
  - Where appropriate communicating with the Yeo Valley Artwork team and helping to ensure that key deadlines are met within the launch critical path
  - Pulling market EPOS data from the Customer database and creating charted power-point information. Where possible providing analysis of the data using market knowledge & insights to identify category / commercial opportunities
  - Project Managing bespoke projects across the wider business function with defined objectives to be achieved in line with our external partnerships
- Delivering against financial budgeted levels as well as supporting the National Account Manager with accounting spend

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

#### **Essential**

- Strong interpersonal and communicate skills
- Good Microsoft Excel and PowerPoint knowledge
- Diligent in compiling and maintaining reports, responses and paperwork and the ability to assimilate product knowledge / new concepts quickly
- Demonstrates strong analytical, critical thinking and problem-solving skills
- Proven ability to effectively communicate internally and externally

## **Desirable**

- Educated to degree level
- Some experience of working with customer web-based systems
- Previously held a position that had some degree of customer contact
- Previous experience of the food industry ideally chilled / frozen

## **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:** Wednesday 19<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.