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| **Job Title** | **National Account Executive** |

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| **Reporting to** | Channel Director – Beer & Cider GB |
| **Business Unit** | C&C Brands |
| **Department** | Off Trade Sales |
| **Job Grade (if applicable)** |  |
| **Location** | Field Based |
| **Travel Requirements (if applicable)** | Travel within defined sales region and to head offices. |

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| **Role Summary** |
| Support the Channel Director and National Account Managers to drive efficiency through best-in-class administration and analysis, across multiple functions and manufacturing sites, to support the growth within allocated customers/ channel. |

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| **Key Accountabilities** |
| **Customer & Account Management Support:**   * Ability to build brand and sales opportunities through our customers value chain. * Be available as an extra customer point of contact day to day. * Build & nurture new and existing relationships with customers commercial and operational teams. * Best in class communication internally with key stakeholders & externally with customers. * Develop and enhance customer contact matrix – Buying teams, customer administration teams, supply chain etc * Ensure all internal/external meetings and presentations are relevant and appropriate to C&C Brands and the customers' business values. * Evaluate & provide brand and sales analysis to support decision making processes internally. * Work closely with customer marketing team to implement brand & promotional awareness through the customer value chain. * Develop C&C brands range & portfolio in customers through their value chain. * Support promotional plans which meet both the customers' needs and those of C&C Group and its brands. * Effectively implement launch plans for relevant NPD * Support with completion of internal and external commercial and demand forecasting to support team. * Undertake specific projects in line with business needs and own personal development. * Manage payments and overdue debts from each customer within set guidelines, liaising with credit control. * Support wider Off trade Team with administrative assistance and reporting as and when required. |

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| **Key Stakeholders** |
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| **Skills** |
| * Strong communication and influencing skills. * Understanding of the Off-trade consumer and shopper. * Confident in liaising & being an ambassador for C&C brands with customer teams. * Strong ability to build and leverage relationships with customers, consultants and internal teams * Ability to share ideas confidently and think out the box. * Analytical, with ability to analyse and interpret data and present findings * Financial understanding & analytical capability. * Able to work at a fast pace but still maintain quality with ability to deliver to deadlines * Results driven. * Ability to maximise productivity through prioritisation, time management and organisation. |

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| **Experience and Qualifications** |
| * Excellent IT skills including all MS office programmes, and reporting using Excel * Experience analysing data and reporting on findings. * Experience in a sales or customer focused FMCG role   **Role Requirements**   * Full UK Driving License * Ability to work flexible hours and provide ‘on call’ support and assistance outside of standard office hours |