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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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| **Internal**Accounting ServicesCustomer Services Distribution | MarketingOff Trade Finance TeamPlanningDemand planning  | **External** Retailers / customers Buyers Supply chain |

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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
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