



## Junior National Account Manager

### **Location**

Flexible working. Home based with travel to our Bristol office & customers when required.

### **The Company**

Crediton Dairy is one of the fastest growing drinks businesses in the UK. We have multiple category leading brands; Arctic Iced Coffee, PRO MLK and The Real Milkshake Co. Through significant investment in our Devon dairy and focus on class leading product development, we have experienced significant growth across all brands and Own Label business. Our drinks are sold in almost all UK retailers across multiple product categories.

It's a fast paced and focused place to work. The Commercial Team are highly collaborative and supportive of each other, pulling together to deliver challenging & stretching business priorities. It's a small and highly experienced Commercial Team which means you'll get hands on experience and plenty of opportunity to develop your skills with all the major UK retailers.

### **The Role**

To help deliver further the business growth, we are looking to boost our Commercial Team with the appointment of a Junior National Account Manager to support activities in our major retailers and manage the growth in emerging customers. You will work closely with the Senior National Account Managers across a variety of reporting, planning, and administrative tasks for our key retail customers. You will also be involved with making sure trade brand activity is implemented as planned and help to ensure the successful launch of Brand and Own Label NPD.

This is the perfect opportunity for someone looking for hands-on experience with growing major brands in the UK's top grocery retailers. You will have a high level of autonomy and accountability.

### **Responsibilities**

- Support the Senior National Account manager with the management & implementation of pricing, range change and promotional activities.
- Assist with retailer portal administration and wider commercial team administration.
- Build & report sales forecasts and regular performance updates for internal review.
- Work with Brand & Category colleagues to help identify opportunities and create retailer sell-ins.
- Work with Product Development teams to support the launch of retailer own label NPD.
- Deliver against agreed annual budgets.

### **Requirements**

- Great communicator
- Self-starter with a proactive approach
- Strong numeracy & administration skills
- Previous experience of working in FMCG sector / food industry commercial management

## **Benefits**

Crediton Dairy offers a generous benefits package which includes:

- 8% employer pension contribution
- Car allowance
- Holiday Purchase Scheme
- Life Assurance
- Employee Benefits Platform
- Christmas Hamper
- Discretionary Bonus scheme
- Employee Assistance Programme

At Crediton Dairy we believe that the strength of our business lies in the strength of our people. For that reason, we focus on challenging, empowering and supporting our people, allowing them to develop professionally and build rewarding careers.