

We are leading food manufacturing company specialising in flavourings based in Clevedon, North Somerset. We are recruiting for a Key Account Manager to join our Sales Team.

Role:	Key Account Manager - Flavourings
Reporting to:	Technical Sales Manager – Sweet & Beverage
Location:	Unit 11 Windmill Business Park, Windmill Rd, Kenn, Clevedon, North Somerset BS21 combined with homeworking
Hours of Work:	40 hours per week: 08:45 to 16:45 Monday to Thursday 08:45 to 16:00 on Friday including 45 minutes paid lunch break
Gross Salary:	Competitive salary advised on application
Bonus:	Group Management Incentive Plan
Healthcare:	WPA NHS Top Up Healthcare on completion of probationary period
Car Allowance:	Value to be agreed
Pension:	Auto-enrolment Qualifying Earnings Pension with Legal & General. 5% Employee Contribution, 3% Employer contribution
Death in Service Policy:	Death in Service policy of twice basic salary, payable on death whilst employed by the Company, which includes access to the Help@Hand Benefits Scheme
Employee Benefits Scheme/Employee Assistance Programme	Scheme run by Sodexo offering discounts with retailers, with access to mental health resources/councillors
Holidays:	20 days plus bank holidays first year 21 in subsequent holiday years 22 days in subsequent 5 th holiday year 3 days for Christmas shutdown Plus bank holidays
Probationary Period:	Three months
Notice:	One month. Following 4 years' service notice increases by an additional week for each year of continuous service, up to a maximum of 12 weeks.

The business:

We are a rapidly growing, vibrant company producing natural flavourings for food manufacturing customers across the UK and European Food Markets. The ethos of the company is based around outstanding service coupled with providing our customers with creative solutions and innovations.

Scope of the Role

We are looking for a highly motivated person who is task focused, has a positive outlook an excellent communicator and has great attention to detail. Ideally the candidate will have Sales experience within the food sector. We are looking for a confident team player who can work on their own initiative as well as covering the day-to-day requirements of a fast-paced environment. Duties for this role include:



- Achieving budgeted sales and profit targets from exiting and targeted new accounts within allocated Business lines or market sectors.
- Delivering new launches on time and to agreed commercial targets
- Managing all SLOB through the commercial process so that there is no £ impact to the business.
- Finding, championing, and managing suitable commercially viable new briefs
- Delivering agreed budgeted and additional targeted price increases as required to achieve and maintain budgeted profitability
- Managing customer relationships
 - Administration on company IT system
 - Delivering pro-active trend presentations, keeping customers up-to-date on relevant flavour/colour collections
 - Producing and delivering joint business reviews with agreed accounts, that target growing profitability
 - Manage customer pricing expectations

Requirements

- Experience in selling ingredients in the B2b market
- Demonstratable business development or Account management skills
- Experience in building account plans
- Demonstratable commercial thinking, able to show growing profit through actions
- Able to communicate at all levels of a business
- Competent in using Microsoft Office and Outlook, including Word and Excel
- Experience with SAP useful
- GCSE or equivalent at Grade B or above in Maths and English / Maths and English language are required (written and verbal)
- Excellent time management skills with a flexible mature approach to work
- Full clean UK Driving Licence
- Full right to work in the UK

Applications to be sent to: Sarah Mackrill (smackrill@createflavours.com)

