

This job is about increasing sales and profit margins for the company, getting the products to as many people as possible. Reporting to the Director of Sales you will be growing sustainable sales and margins across the company. Your role is integral in driving and supporting the sales team.

As the acknowledged expert for account management you must establish strong working relationships in at all levels and functions in production, purchasing and distribution, and coordinate marketing and development.

What's the job?

Commercial Manager

Sounds interesting. What will I do?

As Commercial Manager you will:

- Monitor and manage turnover, expenditure, distribution levels, merchandising and promotional activity.
- Implement and achieve a programme of specific financial objectives.
- Review previous month's achievements and future rolling forecast on a monthly basis in conjunction with the Director of Sales, to ensure maximised margin, turnover and factory capacity utilisation.
- Prepare business plans, targets and objectives for each major customer and present monthly records of achievement against target and promotional expenditure against budget.
- Develop and implement creative and profitable promotional activity plans to increase sales within advertising and promotions budget.
- Work in conjunction with the category team to analyse product trends, general market trends, product performance in-store and competitor activity and make recommendations to improve business performance.
- Coordinate new product development
- Manage finished goods and packaging stock to minimise write-offs.
- Agree and implement promotional programme by customer planners with supply chain managers
- Develop relationships with other companies purchasing our foods as ingredients.

What knowledge, skills, qualifications and experience will I need?

You should have:

- Sound academic education – preferably with a Degree
- Strong background in major retail account management – typically min 2 years' experience
- Own label or branded experience – chilled food preferable.
- A proven track record of demonstrable successes in developing and implementing sales strategies and product promotions.
- The ability to gain customer credibility quickly
- A highly analytical approach with excellent project management skills.
- Concise communication skills with strong interpersonal and presentational skills.
- A willingness to listen and to learn.
- Self-motivation and the ability to self-manage
- A can-do approach; get the job done. High energy levels.
- The ability to function well in a team, but also work well on own.
- A tenacious character that can facilitate and direct; not fold under demands and have the ability to push though ideas. Tough and highly resilient.
- The ability to function in a fast moving pressurised environment. Be calm in a crisis.
- An understanding of both consumer and retailer preferences.
- A highly organised, thorough account management ability. And be able to prioritise.
- Smart, professional appearance. And be a hands-on individual.
- The ability to adopt and grow within a fast moving and proactive business.
- Effective negotiation and influencing skills.
- Experience of MS Office suite with good Excel skills.