

Fine Foods, Fine Opportunity.



National Account Manager – Retail

£Competitive Salary + Bonus + Car (Allowance) + Benefits

Based: South East London



The Company

Leathams PLC is a privately owned 26 year old business based in South East London. It imports and distributes a wide range of speciality and fine foods, both chilled and ambient, with a turnover in excess of £40 million per annum through 3 trade channels.

For more details on the company please visit www.leathams.co.uk

A vacancy has arisen in the Retail division managing some of the company's key customers.



The Brand

The Merchant Gourmet brand covers a range of high quality imported speciality ingredient products. Recently redesigned with a bold new look which has been received by customers and consumers, the range is backed by a press advertising and PR campaign. Key lines are SunBlush® tomatoes, dried vegetables, chestnuts, Dulce de Leche caramel toffee and Puy lentils. More details can be found at www.merchant-gourmet.com



The Role

This is a challenging and complex role, and will be hugely enjoyable for the right candidate. It requires a very high calibre individual, with real intellect and drive to progress. This key role involves managing a portfolio of major retail multiple accounts. The successful candidate will have sales and margin responsibility for these customers, a key input into new product development, and be a key driver of the company's retail strategy going forward. This role will suit somebody interested in food and cooking and an understanding of the speciality / premium food sector will also be an advantage.

The Candidate

You will be educated to Degree level (or equivalent) or excellent A level standard (or equivalent).

You must have account management exposure within an FMCG business, and be able to demonstrate a strong track record of business building.

You will have confidence and presence to negotiate hard internally and externally, with excellent interpersonal skills and great verbal / written communication. Wanting to work as part of a small energetic entrepreneurial team, you will quickly establish yourself as an additional key member of the team.

You must have strong commercial acumen, with ambitions to quickly progress to Senior NAM level. You will be based at the company's South East London offices or within a commutable distance.

To apply, please forward your CV to our retained Consultant carl@jamespartnerships.co.uk, or call 0845 270 0984 for more details.

All third party applicants will be forwarded to James Partnerships.
James Partnerships Ltd, Ground Floor, 3 Frank Whittle Court,
Knowlhill, Milton Keynes, MK5 8FT.

www.jamespartnerships.co.uk



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