



On Trade Account Manager – Night Channel
Champers Wholesale Limited

Purpose of Job:

This is an exciting opportunity to work within the vibrant London On Trade Night Channel.

Our business is growing and we need someone to join our team to help identify and develop growth opportunities by working with new and existing customers to drive the performance of the sector. Working cross functionally across the businesses ensuring the company objectives are aligned as fully as possible.

Building strong relationships with all the customers is extremely important for this role. Relationships with customers, commercial mindset as well as understanding consumers' wants and needs will form a large part of your duties.

Account Manager duties and responsibilities

- Build and maintain long-term relationships with customers adding value to the relationships through targeted activations
- Prospecting new On Trade Night Channel customers
- Work with customers to enhance their offering with menu additions, in outlet POS, social media to drive consumer awareness
- Identify and develop relationships with suppliers to promote categories and drive sales
- Research and analyse data and market insights to develop strategies and target potential new customers
- Search for insights into consumer needs and wants and translate this into a sales plan with the customer
- Research competitors and suggest appropriate pricing and promotional activities
- Manage and track budget
- Attending and organising tastings with and for customers
- Working with Brand owners, and key stakeholders to deliver objectives
- Deliver excellent customer satisfaction and service

Experience and Requirements

- Previous working experience in a customer facing role for a minimum of 2 years ideally in the On Trade Night Channel sector
- Experience in on trade/hospitality industry is desirable

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- Analytical and creative thinker
- Passionate and engaging presenter who demonstrates credibility whilst inspiring customers
- Previous experience within the hospitality industry a plus but not essential
- Computer literate in MS Office, and social media platforms
- Experience in building and manage relationships with customers and suppliers
- Attention to detail, and good sense of humour.
- Team player with strong analytical and communication skills
- Ability to work nights/weekends as needed (flexible hours).

Structure Reporting to: Managing Director

Contacts

Internal: Commercial Director
Finance, Customer services, Operations

External: Suppliers, Customers

Location Wembley, London Office based

Personal Profile

- Bright, enterprising and highly self motivated with an engaging personality
- A proven track record of multitasking, managing pressure, and people management
- Excellent communication, presentation and interpersonal skill
- Ability to think outside the box and find creative solutions
- Able to work in a small team within a dynamic and challenging environment
- Excellent customer services mentality

Salary & Remuneration

- Flexible Schedule
- Some working From Home
- 20 Days Holiday
- Pension
- Salary upto £36K

If you think this role is perfect for you and you're looking for the next challenge, send you CV and contact details directly to our Commercial Director.

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