



## Senior Sales Account Manager

### Description

Are you motivated by challenging problems, real responsibility and winning?

Working in sales at our company means getting your own multi-million-euro business to lead from day 1. That means working with great brands and the biggest grocery retailers. You will be the key contact for your retailer and responsible for building and maintaining that relationship. You will build and design ideas, strategize using analytics and shopper insights, use your relationship and understanding of the market to sell, negotiate and execute your ideas.

As a full-time hire you are automatically enrolled in our world-class training program. It's 2 years of structured training, mentoring and specially chosen roles to set you up for a successful career in

### The Role

- You will acquire a deep understanding of your customer needs and requirements as well as an in-depth understanding of your shoppers, categories and market
- You will create and sell tailored customer plans that mean both our brands and our customers will win and outperform the competition by negotiation contracts, promo plans and innovations.
- You will develop and maintain a productive long-term relationship with your customer
- You will work within dynamic multi-functional customer teams which include finance analysts, supply chain managers, customer insight managers and shopper marketing.

### What we offer you

- Entrepreneurial leadership of your business – From day 1 our trust in you will allow you to be the expert on your business, to innovate and execute in an entrepreneurial style, and influence how decisions are made.
- Continuous coaching – You will work with passionate people and receive both formal training as well as day-to-day mentoring from your manager.
- Dynamic and respectful work environment – Employees are at the core, we value every individual and encourage initiatives, promoting flexible working arrangements and work/life balance
- Benefits - A job in our company Sales offers a competitive salary as well as other great benefits such as a company car, great pension and share schemes.

### Qualifications

To be a great fit for this role you will have:

- Successful examples of leadership in your business or personal life.
- Strong data analytics capability, to actively identify business opportunities.
- A passion for winning.
- Proven ability to collaborate with strong communication, influencing, and negotiating skills.
- Account management experience with leading retailers, or experience within FMCG as a buyer working for a leading retailer.
- OR a recently completed/ almost completed third level qualification.
- Fluent English and a full driver's license.

**PRC Sales Recruitment**

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### **Our Reference SG223**

Partnering with PRC Recruitment we will provide you with unrivaled support to help you make the right decision in making your next career move. As standard, we review your CV and offer you advice on how to make you attractive to employers. We will provide you with the necessary interview preparation giving you a unique insight into how to prepare for your interview. Our consultants will guide you and manage the recruitment process allowing you to focus on securing the position. We do not want to waste your time so our honest and frank approach has gained us the reputation of being a reliable and trustworthy recruitment company. Candidates with the required skills and necessary experience required for this job vacancy will be contacted. If you are job, seeking and you want us to register your CV please send your CV to [jobs@prcrecruitment.ie](mailto:jobs@prcrecruitment.ie)

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**PRC Sales Recruitment**

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