

# National Account Manager

## Overview:

Are you a strategic, results driven FMCG sales professional looking for your next exciting opportunity?

## About the role:

This is a high-profile role for someone wanting to take full ownership of three of our key retail partners - Waitrose, Boots & Co-op. A fantastic opportunity to work with the market-leading brand and for someone who wants to shine in a company who puts the health & wellbeing of little ones at the heart of everything we do.

We are looking for someone who has a proven track record of working cross-functionally with category, marketing, supply chain and finance teams. Someone who can show how they can make a real impact, supporting our growth strategy and driving value for Hero UK&I and our retailers by creating winning plans and delivering results.

You will be responsible for....

- Full P&L accountability for your customer.
- Creating, communicating and executing your customer strategy
- Working closely with our marketing and category teams to unlock incremental opportunities in these high value, premium, multi-format customers
- Working closely with supply chain teams internally and externally to build accurate & collaborative forecasting and deliver superb service levels

## Who we're looking for:

The Baby Food category is a truly fast-moving environment, with new parents and consumers entering the market with a frequency unlike many others, so we need someone who is aware of the importance of data and insight and how to turn this into plans that deliver growth for Hero UK&I and our customers alike, with the consumer at the heart of the thought and decision process. You need to be someone who relishes the challenges associated with this type of role, as well as being a collaborative team player. The right person will be able to work cross functionally, have exceptional interpersonal skills as well as a "can do" mindset prepared to challenge the way things are done.

## Must haves:

Team fit is a big thing here at Hero UK&I so we are looking for a candidate who can fit in from day one, embracing the high values we hold on everything from our foods to our working practises.

What we're looking for in you...

- FMCG Grocery experience with proven track record of successful JBP and commercial negotiations with buyers, leading annual joint business planning, promotional planning & in-store execution
- Excellent communicator, with strong interpersonal skills and able to build long-term customer relationships with key retail stakeholders
- Commercially astute, can interpret P&L models, understand the impacts on margin and know what levers to pull to deliver P&L improvements
- Self-starter who thinks outside of the box, asks a lot of questions and has a natural sense of curiosity to challenge the norm.
- Team player who can drive internal alignment and key stake holder engagement

### **About Hero UK&I**

We are a business who put parents & little ones at our heart. Sustainable and ethical practices are a key function of our business and as the interface with our customers and consumers you will be expected to have a clear understanding of Hero UK&I sustainability policies, plans and practices and communicate these with stakeholders, as well as support in the delivery of initiatives.

It should come as no surprise that we're a certified B Corp. We're committed to being a better business by putting equal measure behind how our business operates for people, planet and profit.

At Hero UK&I we are proud of our spirit and values. We believe this is enhanced by creating a diverse and inclusive environment where people are empowered and can use their experience and knowledge to make a positive difference to our business.

Hero UK&I is an equal opportunity employer. We do not discriminate on the basis of race, colour, ethnicity, religion, marital status, age, physical or mental disability, pregnancy, gender, sexual orientation, gender identity or expression, or any other protected characteristic. All decisions are based on merit, competence, performance and business needs.

### **Other info:**

We offer a great working environment with lots of benefits and this role will offer a competitive salary. If you think this sounds like a great opportunity we'd love to hear from you. Please send us your CV (including salary expectations) and a

covering letter written in a style that you think is right for Hero UK&I. We'd also love to know what one key thing you would do if you got the job. If you have any questions or want to apply, please email us at [jobs@herouki.com](mailto:jobs@herouki.com)

Location: Bournemouth, Dorset. This is a hybrid-working role with some working from home and the successful candidate will be required to attend the office regularly. There will be travel across UK & Ireland involved with this role.

Hours: Full time, 37.5 hours per week. Monday - Friday.