

National Account Executive

A Great New Opportunity!

Overview:

Are you an energetic and challenge driven sales professional looking for your next exciting opportunity?

About the role:

This is a newly created role, reporting into the Head of Sales, designed to attract future talent into our team. We are looking for someone to play a key supporting role on Grocery retail, driving value for Organix and our retailers by creating winning plans and delivering results.

You will support the National Account team through the creation and execution of strategic retailer joint business plans by working cross functionally with the category, brand, shopper marketing and supply chain teams to ensure the successful day to day management of key accounts.

You will be accountable for demand planning & sales forecasting and for the detailed analysis of data to drive insight and efficiencies.

Who we're looking for:

The Baby Food category is a truly fast-moving environment, with new parents and customers 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 Organix 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:

We are looking for someone with experience of working in an FMCG selling/buying role, ideally with Grocery retail experience. A proven relationship builder who can demonstrate strong networking skills and someone who fully understands a category led approach and can get the best out of leading branded products as part of an optimised category vision for the retailer and consumer alike.

Team fit is a big thing here at Organix so we are looking for a candidate who can fit in from day 1, embrace Organix and the high values that we hold from our food to our working practises.

Strong customer focus with the ability to work with multiple stakeholders

Excellent problem-solving skills

Good analytical skills with a strong eye for detail

Pro-actively propose ideas on how to improve ways of working and become more efficient combined with improving the overall customer experience

Ability to be a team player with strong interpersonal skills

Effective communication skills - both written and verbal

Self-starter with high level of integrity

Get energized by having many balls in the air, while having strong ability to multitask

About Organix

We are a business who put parents & consumers 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 Organix sustainability policies, plans and practices and communicate these with stakeholders, as well as support in the delivery of initiatives.

At Organix 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.

Organix 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 Organix. 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@organix.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 may be occasional travel involved with this role.

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

