

Senior National Account Manager FTC

12 month Fixed Term Contract

Overview:

Are you an experienced and results driven sales professional looking for your next exciting opportunity?

About the role:

This is a high-profile role for someone wanting to lead the grocery agenda, and take a strategic role in a business with ambitious growth plans. 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 support our growth strategies and drive value for Organix 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 at Organix
- Working closely with our marketing and category teams to unlock incremental opportunities in an exciting, high growth, multi format customer.
- Working closely with the supply chain team at Organix and within your customers to build accurate & collaborative forecasting and deliver a superb service levels.

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:

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 practices.

What we're looking for in you...

- FMCG Top 2 Grocery experience, with full P&L accountability
- Experience of JBP and significant commercial negotiations with buyers
- Excellent communicator, with strong interpersonal skills and able to build long-term customer partnerships
- Self-starter, highly motivated by agreeing incremental plans and delivering growth.
- Commercially very astute, can build and interpret P&L models, understand the impacts on margin and know what levers to pull to deliver P&L improvements
- Thinks outside of the box, asks a lot of questions and has a natural sense of curiosity to challenge the norm.
- Ability to demonstrate and share sales leadership and best practice to the wider commercial team.
- A team player who wants to have fun and genuinely enjoy what you do.



About Organix:

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 Organix 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 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 will be occasional travel across UK & Ireland involved with this role.

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

