

Business Background

Peppersmith is a UK business established in 2010. We're leading the charge in sugar free confectionery and we're looking for passionate and entrepreneurial people to join our team. Our core proposition is sugar free mints and chewing gum that are well designed, great tasting and healthy. We can be found on the high street in retailers including Sainsburys, Waitrose, Holland and Barrett, BP, Morrisons, Ocado and 1000s of health and wholefoods shops, delis and cafes nationwide. We sell direct to consumers via our webshop and are also the #1 selling chewing gum and mint brand on Amazon.co.uk.

The Role

We're looking for someone to head up Peppersmith's sales function, seeking out new opportunities and looking after our current customers. The role will have a big role to play in the exciting world of new business, from finding new accounts and pitching, to landing the products on shelf. The role will also be responsible for managing the day to day of existing accounts across Grocery, Health & Wholefoods, Travel and Food service channels. This will include setting up annual activity plans and building relationships with retailers so that we can hit key KPIs.

The role would be ideal for a bright, strategic and commercial person who is passionate about brands, retail and entrepreneurial business. Working in a small fast growth business will also mean plenty of opportunities for the right candidate to grow with the business, constantly learn new skills and take on more responsibility.

Key responsibilities:

Account management

- Take responsibility for driving our sales growth across key channels including Grocery, Health & Wholefood, Travel and Food Service. Work with the accounts to set up and deliver annual activity plans in line with business KPIs.
- Work collaboratively with buyers to regularly review product range and distribution, proposing changes as part of range reviews
- Oversee compliance for all customer activity, visiting stores where needed and feeding back to buyers
- Track account performance using retailer EPOS and internal data, sharing insights and learnings in the monthly Company update
- Ensure that all our product information is kept up to date and any New Line Forms are submitted to meet deadlines

New business

- Constantly seek out opportunities for new customers and channels. Create plans to engage new accounts and see it through to landing the product on shelf
- Craft compelling stories for new customers, using category data and your own knowledge to bring Peppersmith to life

Key skills & Characteristics

- Strategic, with an entrepreneurial approach to making things happen
- Excellent commercial awareness
- Energetic, resilient, and determined
- Good interpersonal skills; you'll be the face of Peppersmith to many of our retailers
- Excellent attention to detail
- Numerate and happy to get in the data when needed
- Great at problem solving and negotiation
- entrepreneurial spirit
- Team player, but also happy working independently

Appropriate Experience

- At least 2-3 years in a sales role at a similar FMCG business
- Account management of customers, ideally grocery, health & wholefood or similar channel. Including P&L responsibility.
- A good understanding of grocery retail, ideally with some experience of working directly with buyers
- Experience of crafting a brand story for a retailer, ideally using some category data

Qualifications

- Solid academics (Minimum 2:1 degree from a good university)

Full time role based in Richmond upon Thames