



Field Sales Executive

Pip & Nut is a rapidly growing award winning food brand with big ambitions; in just nine years we've scaled to over 20,000 points of distribution with listings in high end stores like Wholefoods & Selfridges as well as Tesco's, Sainsbury's, Waitrose, Coop, ASDA & Morrisons and are the fastest growing nut butter brand in the UK & a challenger brand in snacking. With this exciting growth we make sure it's not to the detriment of people or planet and profit and as a result we're proud to say we're a certified B-corporation since 2019.

The Role

We're looking for a self-motivated, relentless, and highly personable individual to own the streets of London as our field sales team member.

In a nutshell, you will own the streets of London and you'll be responsible for the following:

- Business development: Opening new stockists.
- Account management: Growing our range and sales in existing stockists.
- In store space / visibility: Using your relationships and commercial savviness to increase how much of our product is displayed in store.
- Building lasting relationships: Become the shop owner's best friend.

In more detail, this means:

- Building relationships with store managers in key locations to grow our visibility and sales in store.

- Building relationships with key wholesale partners' sales teams to maximise our sales within their account bases.
- Working with the National Account Managers at Pip & Nut to support key initiatives in their accounts on a monthly basis e.g. new product or customer launches.
- Working with the National Account Manager to effectively plan and execute your call list on a weekly basis.
- Maintaining a customer database using our CRM platform.
- Providing key weekly/monthly/quarterly reporting to National Account Manager.
- Be an ambassador for our brand and be a representative of B-corp within the field.
- Actively contribute to making our wider Pip & Nut culture and place of work best in class

Specific knowledge, qualifications, skills & experience required:

- **Resilience** – can you demonstrate a history of overcoming challenges?
- **High energy** – what will you draw on to literally walk that extra mile?
- **Interpersonal skills** – can you make people warm to you instantly?
- **Team players** – we win as a team, you'll need to work with different departments and team players are needed, have you succeeded in team environments in the past?
- **An appetite to learn** – This role is entry level and all we ask is that you come ready to learn.
- But most importantly you will demonstrate how you can see an opportunity to develop your career with us at Pip & Nut and contribute to the success of our company as we grow, showing passion for your role.

Our purpose:

To help people love food, that loves them & the planet.

Pip & Nut Company Values:

- **Bring the fun** – We bring fun, laughter and positive energy to everything we do
- **Be Open** – We believe in realness, from our people and ingredients, to the way we run our business.
- **Keep it real** – We take care to listen and find ways to be accessible to everyone.
- **Never Settle** – We're ambitious, a little bit obsessed and will never compromise on quality.

How to Apply:

Please send your CV and Cover Letter to careers@pipandnut.com with “**Field Sales Executive Application 2024 – (Full Name)**” in the subject title no later than **09/05/2024**.

Only complete applications will be considered for this role. A completed application must have **both your CV and a Cover Letter** attached. Only applications that have been emailed to careers@pipandnut.com will be considered a successful application.

To be considered please include:

1. A copy of your CV.
2. A cover letter detailing the below four requirements, in under 250 words:
 - a. Why this role?
 - b. Why you?

We will then be in touch to let you know if you are to be invited for an interview.

Please Note As an SME, we are unable to provide Sponsorship.

Recruitment Timeline

CV Close Date – 09/05/24

1st Round Video Interviews – From 13/05/2024.

2nd Round Interviews – From 22/05/2024.

3rd Round Interviews - From 31/05/2024.

We are happy to reimburse travel expenses to and from the interviews where necessary.

Remuneration

London Living Wage - £24,650

+ Bonus paid out monthly

+ London Travelcard paid for

What's in it for you?

1. **Competitive remuneration package** including bonus structure.
2. **Generous Pension Contribution**, and the ability to invest in a sustainable fund if you so wish.
3. **Individual L&D budget** to support individual personal development plan.
4. **Extensive physical and mental health cover** through private health care (Vitality), dental insurance, critical illness and life insurance.
5. **29 days holiday**, which includes 4 Squirrel Holidays e.g a day off on your birthday, ½ days on Friday in August, ½ on Christmas Eve, and ½ day on New Year's Eve (25 days base holiday + 4 Squirrel Holidays)
6. **3 volunteering days a year**, which can be spent with a charity of your choice.

7. **Working Hours** are 9am – 5.30pm (Mon-Thu) and an early finish on Fridays at 4pm.
8. Free breakfast in the office, a budget for lunch each day, and a London travelcard.
9. **Finally, our office** (aka The Nest) is based in the iconic Tea Building in Shoreditch, London, a great location for food at lunch and a drink or two after work.

Pip & Nut values a diverse workforce, gender, people of colour, people with disabilities and members of the LGBTQ community are strongly encouraged to apply. If there is anything we can do to accommodate you to participate fully In the recruitment or Interview process please let us know by email to careers@pipandnut.com.