

MERCHANT GOURMET

Account Manager - Wholesale and Discounters

THE PERSON:

An ambitious sales professional with a passion for growing brands. An excellent communicator, with a brilliant balance of creativity and commercial acumen.

THE ROLE:

You will be a key member of the sales team at Merchant Gourmet, reporting to the Head of Sales. You'll be the account lead for our Wholesale and Discounter customers, responsible for developing existing business and opening new accounts. As the expert on your customers, you will help develop a differentiated product, pack and promotional strategy for these channels.

RESPONSIBILITIES:

- Launching MG products into new accounts - you'll work with our product, category and brand teams to build insight-led proposals that wow prospective buyers.
- Identifying and realising opportunities to build distribution points and increase the rate of sale of Merchant Gourmet products.
- Working cross-functionally to develop a differentiated product, pack and promotional and marketing strategy for the Wholesale and Discounter channels.
- Negotiating business plans to deliver profitable growth.
- Building and maintaining a volume & net sales forecast to inform procurement & investment plans, and reporting on variances to forecast.
- Working closely with MG supply chain to ensure excellent on-shelf availability.
- Analysing sales data and sharing insights and recommendations with the wider team.
- Sharing customer feedback to inform the wider business strategy.

REQUIREMENTS:

- A minimum 4 years of experience in sales/ account management.
- Experience working with UK Wholesalers.
- A growth mindset - you'll be ambitious and ready to grow with the business.
- Analytical thinker - you use data to inform your decision making.
- Creative problem solver - you consider multiple angles and ask what would need to be true to make things happen.
- Amazing communicator - great at building relationships and influencing.
- Commercial acumen - you'll be a strong negotiator and comfortable managing a full P&L.
- Team player, happiest working cross functionally to deliver results.

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- Organised, independent, and able to work at pace. You'll have full ownership of your accounts and lots of opportunity to go after.

Please note: If you feel you meet most, but not all of these criteria, and think you'd be a good fit for the role, please do still send across your application, or get in touch with any questions.

ABOUT MERCHANT GOURMET

Merchant Gourmet was founded on the belief that eating great-tasting food should never compromise on time or health. Now the UK's number one, and fastest growing, pulses and grains brand - we have big ambitions. With over 40k points of distribution across all major retailers, 40 products playing across 6 different categories, and a huge pipeline of innovation, there has never been a more exciting time to join the team.

WHAT WE BELIEVE IN:

- **Everyday Gourmet:** Celebrating high quality, natural ingredients and extraordinary flavours that pack a serious punch.
- **Simple solutions:** We've done the hard work for you to create fuss-free food that's perfectly cooked and ready in minutes.
- **Ground grown-goodness:** Championing delicious, nutritionally packed wholefoods and real ingredients that are naturally healthy and bursting with colour.
- **People & planet at our core:** By nurturing an engaged team of Merchants who are passionate about the planet and people around them, we strive to initiate positive change and minimise food waste.

WHAT MG OFFERS:

- Be a part of an epic, highly motivated and supportive team
- Competitive remuneration package including bonus plan
- 25 days holiday, excluding bank holidays. Plus, a day off on your birthday.
- 1 volunteering day a year
- Physical and mental health cover through Simply Health Plan
- Hybrid working - 2-3 days a week at our office in London Bridge
- Free breakfast, fruit and snacks
- Unlimited Merchant Gourmet products!

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OUR RECRUITMENT PROCESS:

1. Send us your CV and cover letter or portfolio
2. **Intro call** - If it's a match we'll invite you to a 30-minute video call to learn more about Merchant Gourmet and what we're looking for, and to give you the opportunity to ask any questions.
3. **Interviews** - You'll be invited into our office for some face-to-face conversations. This is also opportunity to see the office and the team!
4. **Homework!** - As a final stage, you will get sent an assignment to help us understand how you think, what your approach is, and how you communicate. You will be invited to discuss this with a few more members of the team. This is also an opportunity for you to meet the wider team and get a feel for our people and culture.
5. **References** - We'll reach out to people who you've worked with and hear what it's like working alongside you.

OUR APPROACH:

Merchant Gourmet is an equal opportunities employer, and we are dedicated to fostering an inclusive, equitable and supportive work environment. We actively welcome applications from individuals of all backgrounds and assure you that every candidate will be thoughtfully considered for the roles we advertise, without regard to sex; race; colour; religion or belief; age; disability; marital status or civil partnership; sexual orientation; gender expression; pregnancy or maternity. If there is anything we can do to accommodate you to participate fully in the recruitment or interview process, or if you have any questions, please get in touch with us at hello@merchant-gourmet.com.

HOW TO APPLY:

Please send your CV and short cover letter to victoria.morton@merchant-gourmet.com with Senior Account Manager in the subject title. WE will then be in touch to let you know if you are to be invited for an interview. Your cover letter should include why you are excited to work for the business and what skills and experience you'll bring to the role.