



## Join the team – National Account Manager

### About Radnor

Radnor Hills is an award-winning leading soft drinks producer based in beautiful countryside at Heartsease in Knighton, Powys. Established in 1990 by founder William Watkins, independent and family-owned, Radnor Hills produces over 400 million still, sparkling and flavoured water drinks every year. Our brands include a full range of Radnor Hills spring water, Heartsease Farm, Radnor Splash, and our market-leading range of school-approved children's drinks, Radnor Fizz.

Radnor's diverse drinks portfolio is all made using exceptionally pure Welsh spring water sourced from our family farm's land, just minutes from the production line for maximum freshness. Radnor is a multi-format facility manufacturing glass, PET, cans and Tetra Pak all from one site. Our customers include all the major multiples as well as schools and independent retailers.

### The Role

We are recruiting for a National Account Manager, responsible for delivering net sales, volume & profit targets for the Foodservice channel. The ideal candidate will be able to demonstrate a winning mentality and determination to seek out and identify new opportunities, strategise and win new business. Management of existing relationships is also key within this role - tactically and strategically growing the existing customer accounts through strong JBP and promotional management.

### Responsibilities

- Be responsible for all elements of the Account Management process for Foodservice - Key accounts include Large food service distributors, contract caterers, and travel operators.
- Generating new business through identifying new customer opportunities via trade shows and events, building new relationships and overall being an advocate of the Radnor Hills brands to enable new customer growth.
- Growing existing customers through product launches and planning effective promotional activity to achieve sales growth and budget targets.
- Build, negotiate, and communicate customer business plans and objectives to ensure mutually beneficial terms and JBPs. Develop and implement the plans, monitoring progress and adapting them accordingly to ensure sales and profit targets are met.
- Be responsible for co-defining and implementing long-term customer strategy and short-term customer tactics in line with Radnor Hills priorities.
- Proactively manage & coordinate all administrative procedures relating to the day-to-day business of each customer account including product launch & pipeline management, forecasting, as well as cost and internal price file updates.
- Communicate customer requirements clearly, timely and accurately to the relevant stakeholders in the business.

## **Skills & Experience**

- At least 3-years commercial management experience within the Foodservice channel.
- Experience of onboarding new customers through strong customer pipeline management.
- Negotiation and JBP management experience.
- Comfortable working with Sales, Category & Market data, with the ability to transform this into compelling customer sells & insights.
- Have excellent communication and presentation skills (verbal and written) and the ability to adapt to diverse audiences.
- Strong self-organisation and a strong track record of delivering work on time.
- Be able to build relationships & work cross-functionally.
- Good understanding of UK food and drink retailers and/or manufacturing.

## **Employment Terms**

This role is 40 hours per week, Monday - Friday, with flexibility required to meet business need. Please state your salary expectations when applying for this role.