

National Account Manager – Pip, Pip Hooray!!



At Pip Organic we are on a mission to make family life that little bit tastier, healthier & more piptastic, we have loads of ambitious plans in the 'pip' line and we are on the look out for a dynamic individual with great skills to join our sales and account management team.

The opportunity is for an experienced National Account Manager to help Pip Organic to grow long-term sales in a profitable manner through new and established distribution partners. Working closely with the team to execute our exciting plans the role would include:

Account Management

- Helping to build and execute sales plans within our existing distributors
- Maintain relationships with existing customers and develop new customers
- Network through existing contacts to leverage off existing accounts into new sites

Business Development

- Proactively seek new areas of business & industry to market into
- Sales calls and proactively market Pip Organic to the above contacts
- Follow up leads and contacts passed to us from distributors
- Set up meetings with potential customers
- Undertake all appropriate follow-up to ensure that sales opportunities are optimised
- Undertake supporting administrative tasks as required

The role is based on working full time (e.g. 5 days a week), the indicative hours being 8.30am to 5.30pm with a 60-minute lunch break.

Key Skills

The role is ideally suited to an individual who has been working in the food and drink sector for 1-2 years and is looking for a step up in responsibility and the ability to work in both retail and foodservice sectors. Specific skills required are:

- Ideally educated to degree level or equivalent
- Great inter-personal skills, account management and sales skills
- Excellent attention to detail and organisational skills
- Enjoys a small team environment with lots of initiative and self-motivation
- Problem solving skills and lots of common sense
- Ability to multitask and prioritise fast
- Friendly and outgoing – most important!
- IT literate
- Clean driving licence

If you think you fit the bill drop us your CV and a covering letter telling us why you think you would be great for the job to juice@piporganic.com