

# OUR BEST IS MADE OF **YOURS**

*Saputo*

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## **NATIONAL ACCOUNT EXECUTIVE**

Field Based – with travel to Saputo Dairy UK sites & customers  
Full Time - 6 Month Fixed Term Contract

We have a fantastic opportunity for a highly driven, proactive, and creative National Account Executive to work with our Frylight team and help drive growth for the business. At Saputo, our best comes from our people. Come and join our team to see how our best can be made of yours.

### **YOU'LL MAKE CONTRIBUTIONS THAT MATTER BY...**

- Driving distribution, promotions, NPD & coms within selected Frylight accounts and developing sector specific expertise in these customers.
- Taking ownership of the Frylight work with Customer portals and websites to download and construct clear, concise reports for the commercial team in a time bound environment.
- Delivering volume and margin performance to agreed budget levels within defined categories.
- Developing relevant relationships with customers.
- Ensuring Frylight get at least fair share of distribution and space.
- Providing the highest account service level (internally & externally), through accurate forecasting and timely administration of promotions and product changes.

### **YOU'RE BEST SUITED FOR THE ROLE IF YOU ARE...**

- Able to demonstrate experience in selling to external customers or experience within a commercial support function with large customer bases.
- Able to demonstrate a good understanding of a commercial environment.
- Able to show a proven track record of building good relationships and strong communication skills.
- Able to analyse data and generate recommendations.
- Able to demonstrate strong attention to detail, numerate and timely in delivering in a support function.
- Proactive, enthusiastic, team oriented and able to show a real passion for our brands & customers.

### **WE SUPPORT AND CARE FOR OUR EMPLOYEES BY PROVIDING YOU WITH...**

- We Share Bonus paid quarterly
- Long service recognised every 5 years
- Generous employer pension contributions
- Company Car
- Health Cash Plan - claim money back up to a set limit of c.£700 per annum on essential healthcare
- Life Assurance
- Free, onsite parking
- Discounted branded products
- Subsidised staff restaurant
- 25 Holidays + 8 bank holidays (pro rata)
- My Staff shop - access to exclusive benefits, free advice and savings - providing great discounts from thousands of the UKs largest retailers & service providers.

**We support employment equity. Saputo strives to embed diversity and inclusion in its operations and invites candidates from all horizons to join our team.**

To apply please email [recruitment@saputo.com](mailto:recruitment@saputo.com)

**Closing date: 29<sup>th</sup> October 2021**