

## **National Account Manager**

### **About Us**

Piccolo is the UK's fastest growing baby food brand and we have a great opportunity for a driven and ambitious sales person to join us as a National Account Manager in Grocery. If you are looking for a winning combination of start up culture and the opportunity to shake up convention and make a real impact in a rapidly expanding business this is the role for you.

### **More about the role**

You will be responsible for developing new and building on existing relationships with customers creating bold and exciting growth plans. You will be a core part of the sales team, managing a portfolio of Grocery accounts to deliver measurable results.

### **Your main responsibilities:**

- Build strong and sustainable customer relationships with buyers and their surrounding team.
- Actively approach and build relationships with new customers to broaden the presence and reach of Piccolo.
- Develop and deliver the customer strategic business plan including an aligned promo and activation plan, shopper marketing and investment plan.
- Manage the sell in process for NPD and the manage launching new lines into each customer.
- S&OP Forecasting—provide clear up to date inputs into the weekly and monthly process.

### **You will have:**

- 2+ years sales experience within FMCG Food & Drink managing Grocery and/or Convenience accounts.
- Strong selling ability.
- Ability and experience using MS Excel and MS PowerPoint.
- Good negotiating skills.
- A “get-things-done” attitude and ability to work to deadlines.
- Entrepreneurial spirit and proactivity to seek new opportunities.
- Great multitasking and organisational ability.

### **About You**

You'll be educated to degree level or equivalent in a relevant discipline and have a demonstrable track record in FMCG sales working with UK retailers. Enthusiastic, pragmatic and resilient, you can demonstrate your agility to transition at pace, work to tight deadlines, communicate effectively and motivate team members around you to help support your objectives.

## **Working Style**

We are driven by a desire to push boundaries and create impact, always looking to the future. The Piccolo team is dynamic, passionate and diligent, and as such we need someone who can work independently, own their role and think creatively in support of the larger team. Individuality is valued and being able to have fun with the rest of the team during work and when socialising is a must.

## **Why Piccolo**

We are a small and nimble challenger business that likes to maintain its family run atmosphere. With regular team lunches, social outings and the chance to travel the country and get involved with our charitable arm, Piccolo's offices in central London are an exciting and dynamic place to work. Piccolo is a value driven company: we believe strongly that every child should be given the most nutritious start in life, which we support with our range of healthy and delicious organic meals and snacks, and our commitment to giving back through donating 10% of profits to charity.

## **Compensation details**

- Permanent full-time role, with a competitive salary dependent on experience
- Subsidised office lunches (lunchtime is the best time at Piccolo)!
- Monthly team events

## **How to Apply and Please Note**

Please send us a few paragraphs as to why this role is for you and a CV to [workwithpiccolo@piccolofoods.uk](mailto:workwithpiccolo@piccolofoods.uk). If you send us a note with why you are a great fit for this role, you will come to the top of the applicants list!

***Please note: The role is currently home based however the office is in central London and will reopen when COVID measures are lifted.***

## **Piccolo Background**

Launched in 2016, Piccolo is the UK's fastest growing baby food company. We are passionate that children should enjoy the healthiest and most nutritious food from the very start of their weaning journey. Our range of 100% organic pouches and snacks are inspired by the Mediterranean approach to health and wellbeing, helping families to make time for the things that matter & spend time together.

Voted in the 30 most philanthropic businesses in the UK, we are committed to giving 10% of our profits to food education programmes, providing practical support around baby nutrition to parents.

You can find Piccolo in all major UK retailers and increasingly abroad.