



PR/086459 | National Account Sales Associate, Sales Manager

Job Information

Recruiter

JAC Recruitment USA

Job ID

1503790

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:18

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

Our client is seeking an experienced and dynamic C-Store Sales Lead to join our team. This role involves managing key accounts, leading a sales team, and developing strategic sales plans to drive growth and profitability.

RESPONSIBILITIES

- **Key Account Management:** Oversee all aspects of day-to-day business operations for key accounts, including handling purchase orders, forecasting, deductions, and payments.
- **Team Leadership:** Lead, train, and coach a team of up to 3 direct reports. Participate in the hiring process as needed. Set performance targets and conduct annual reviews.
- **Sales Strategy Development:** Develop and implement retailer-specific sales plans focused on product distribution, placement, pricing, and promotional activities in line with company guidelines.

- **Data Analysis:** Utilize analytical tools such as SAP, IRI, and MPulse to analyze sales and ROI results. Report on market conditions, promotion execution, customer issues, and competitive intelligence.
- **Financial Performance:** Achieve planned gross and net sales in assigned accounts. Manage trade programs and associated funding to ensure strong financial performance.
- **Customer Insights:** Leverage customer and syndicated data to provide actionable insights and strategic recommendations.
- **Meeting Preparation:** Prepare for key customer meetings and category reviews, including deck preparation.
- **Broker Management:** Provide leadership to brokers, monitor their performance against annual objectives, and hold them accountable for execution.
- **Forecasting:** Determine product forecasts for key accounts and collaborate closely with sales management.
- **Supply Chain Coordination:** Work with the SCM team to ensure timely deliveries and effective communication around expectations.
- **Financial Reconciliation:** Collaborate with the Finance team to reconcile contract information, clear deductions, and create payments where applicable.
- **Marketing Collaboration:** Partner with the Marketing team to plan and manage promotional activities and assist in executing new product launches.
- **Industry Engagement:** Attend meetings and trade shows to foster sales growth.

REQUIREMENTS

- Over 6 years of experience in the CPG industry, particularly within the C-store channel.
- Experience in managing relationships with retailers, brokers, and distributors.
- Strong knowledge of syndicated data (Nielsen, IRI, etc.) and P&L management.

QUALIFICATIONS

- Proven experience in developing and leading sales teams within key accounts at the buyer level.
- Ability to analyze sales data and provide actionable insights.
- Strong leadership and team management skills.
- Excellent communication and interpersonal skills.
- Proficiency in using analytical tools such as SAP, IRI, and MPulse.
- Ability to develop and implement effective sales strategies.
- Strong organizational and multitasking abilities.
- Financial acumen to manage trade programs and associated funding.

SALARY USD150,000-170,000

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

#LI-JACUS #LI-US #countryUS

Company Description