**Unlock the door to an exciting career at Matthew Clark, where we don't just build sales; we take brilliant brands to new heights!**

**Our business is experiencing rapid growth, and we're inviting dynamic individuals to join us on this exhilarating journey. As a prominent name in the UK drinks sector, Matthew Clark envisions a future filled with possibilities. Seize the opportunity to shape your career as an Key Account Manager covering the South West England region.  The sky's the limit for those who thrive in our energetic environment, and your hard work will be rewarded with the exceptional perks you deserve.**

**What you’ll do**

Your goal? To build strong working relationships to support growth within your account base and maximise the profit and revenue your key customers generate. To succeed, you’ll need to make sure joint business plans are put into action along with customer contact strategies. You’ll focus on existing independent, strategic accounts, as well as actively prospecting for new business. As part of the Key Account Team, you’ll also work closely with the Area Sales Managers to support with any big opportunities. You will have strong organisational skills, working cross-functionally to maximise commercial opportunities and deliver solid results.

**About you**

We’re looking for a professional with a double measure of great experience. You should be highly skilled in account management and relationship building; networking at key and multiple account level, and generating new business. Thanks to this background, you’ll be a whizz at sales. A natural talent for communication means you’re adept at negotiating and giving presentations, with strong commercial acumen. Educated to A-level standard with a WSET Advanced qualification, you’ll also have industry knowledge to win respect and trust. Add to this your drive and initiative, and you’ll have what it takes to go far. One more thing: for this role, you’ll need a full driving licence with no more than six points

**About us**

Operating through the Matthew Clark, Bibendum, Tennent’s and Bulmers Ireland brands, the C&C Group has a market leading range, scale and reach including an intimate understanding of the markets it serves.

Together we grow, brew, manufacture, market, and deliver some of the world’s favourite drinks. From grass to glass, and everything in between. C&C Group plc is a premium drinks company which owns, manufactures, markets, and distributes a unique portfolio of beer and cider brands in its home markets and across the globe.

C&C Group’s portfolio of owned/exclusive brands include: Bulmers, the leading Irish cider brand; Tennent’s, the leading Scottish beer brand; Magners the premium international cider brand; as well as a range of fast-growing, premium and craft ciders and beers, such as Heverlee, Menabrea, Five Lamps and Orchard Pig.

We seek to champion and embed sustainability in everything that we do at C&C. While delivering joy to customers, we always shine a light on people and the planet. We have a clear ESG vision delivering to a better world. We respect, support, and develop all our people to be their best, with a focus on results by creating a culture of winning together.

We also recognize that people come with a wealth of experience and talent beyond just the technical requirements of a job. If your experience is close to what you see listed here, please still consider applying. Diversity of experience and skills combined with passion is a key to delivering on our mission. Therefore, we encourage people from all backgrounds to apply. Please let us know if you require accommodations during the interview process.

C&C Group (and inclusive companies) do not accept unsolicited CVs from recruiters or employment agencies in response to any of our roles. For help, please contact our Talent Acquisition Team at careers@candcgroup.com. All applications need to come through the candidate portal https://careers.candcgroupplc.com/vacancies/

Matthew Clark is an equal opportunities employer and we welcome applications from all suitably qualified persons regardless of their race, sex, disability, religion/belief, sexual orientation or age.