

Account Manager

Brand: Matthew Clark

Job Family: Sales

Report To: RSM

Sub Family: Sales

Purpose

- Achieve Budgeted profit, volume & revenue targets
- Maintain and organically grow existing account base
- Identify and deliver new business targets

Core Accountabilities

- Prepare, implement & review account objectives
- Identify and evaluate all incremental business opportunities in conjunction with your line manager.
- Build strong partnerships & trust with key suppliers, ensuring that we maximise 'best in class' support.
- Maintain & review an up to date prospect database showing revenue and profit opportunity, expected date of trading and progress.
- Understand the key financials metrics to deliver profit in area.
- Have a specific, measurable, achievable, realistic, and time limited (SMART) objective for every sales call.
- Effective implementation and monitoring of contracts to deliver commercial benefit to Matthew Clark.
- Have strong understanding of competitor strengths & weaknesses
- Manage customer credit terms and debt in line with company expectations.

KPIs

- Margin, revenue, volume & distribution targets
- Partnership Supplier distribution targets
- Maintain new business data base.
- Build strong relationships with customers, internal stakeholders to benefit the business

Key Relationships

Internal

- Regional Sales Manager
- Sales Support Executive
- Commercial Planning Manager
- Depot Management team
- Design Studio
- Wine Development Specialist
- Spirit Specialist
- Credit Control
- Business Insight
- Buying Teams

External

- IFT Customers
- Key Suppliers

Experience, Skills and Knowledge

- Knowledge of the IFT market
- Demonstrable experience gained in a sales environment ie on trade, bar/hotel management

Qualifications & Education

- WSET Intermediate certificate preferred.
- Full Driving Licence 6 points max