



PR/118313 | Sales

Job Information

Recruiter

JAC Recruitment UK

Job ID

1566464

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title

Key Account Manager – National Retail Clients (Food & FMCG)

Job Description

We are seeking an experienced Key Account Manager to lead relationships with major national retail clients, including top-tier supermarkets. This role involves developing and executing account strategies, managing negotiations with buyers, and driving promotional activities such as in-store demos and online campaigns in Ireland.

You will also oversee one team member based in Ireland and collaborate closely with internal sales teams. Occasional travel within Europe (Ireland and the Netherlands) will be required for client meetings and regional conferences. The position offers flexibility, with an expectation of approximately three days per week in the office.

Requirements

- Language: Fluent English (no additional languages required)

- Experience: Minimum 3 years of negotiation experience with retail buyers (preferably in food or FMCG sectors)
- Leadership: People management experience is a plus; ability to supervise one team member initially and potentially manage a broader sales team in the future
- Skills: Strong communication, relationship-building, and strategic planning abilities

I will reply to you only if you are qualified for the application. Thank you for your understanding.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description