



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**

February 17th, 2026 00:00

## 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