



## PR/118025 | International Account Manager

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントイギリス

#### 求人ID

1548342

#### 業種

レストラン・フードサービス

#### 雇用形態

正社員

#### 勤務地

イギリス

#### 給与

経験考慮の上、応相談

#### 更新日

2025年07月23日 07:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Japanese Organic Foods Company is seeking for International Sales

International Sales

Salary: 45-65K Depending on experience

Location: West London, hybrid

#### 1. Relationships

- Maintaining a good understanding of trends, and industry movements in key markets

- Maintaining adequate and consistent communication with customers to help keep Their Brand and the Organic agenda at the front of their minds.
- Arranging meetings and visits where beneficial
- Managing customer official documentation
- Managing and responding to account queries
- Heading up complex projects or issues related to your customers

#### 1. Analysis and Execution

- Tracking sales vs budgets
- Analysing company sales data to draw insights for your own portfolio. Gap-analyses, cross-selling, up-selling.
- Introducing new products and create and oversee successful launch plans with customers
- Arranging appropriate promotion plans and marketing activities maximise sales in line with them or customer promotional and marketing plans
- Managing promotional and marketing spend in line with forecasted budgets.

#### 1. Communication

- Working closely with the Sales Office Team to help deliver a fantastic and positive customer experience at all stages of the sales process.
- Working closely with the Supply Chain team by analysing sales and providing forecasts, where necessary, to ensure stock availability for launches and promotions whilst keeping wastage to a minimum.
- Communicating and implementing price increases
- Discovering and creating new business opportunities to further our Organic impact!
- Helping in the planning and organising of customer trade shows in various countries.
- Advocate and helping deliver the International newsletter, a bi-monthly communique to all international customers that updates them on recent their events. For example, new launches, campaigns, item assets.
- Helping to raise accessibility and visibility of their webpage in the international community.

#### Travel involved in this role:

- Visits to customers: Potentially once a month. Duration dependent on goals and territory.
- Trade shows 2/3 times per year, sometimes exhibiting, and other times attending.

#### Qualifications, Experience:

- Relevant academic qualifications (A level, Degree, professional etc)
- Strong background in the Organic and Natural Foods Industry, with experience of selling similar products to the their range
- Proven track record of achieving sales results and meeting targets in similar market sectors
- Prior sales experience with International wholesalers (ideally 2 years)

#### Skills / Aptitude:

- Highly numerate and skilled with data analysis / reporting

- Good general office skills on Microsoft products:
  - MS Excel, MS Powerpoint, MSTeams
- Self-motivating, entrepreneurial drive
- Interest in cooking a wide range of cuisines and environmental / sustainable issues

Other criteria

- Fluent English required.
- German, Italian and Scandinavian languages would be beneficial. Other languages welcome.
- Able to travel around the UK and abroad as needed
- Living within manageable commute to Acton, London.

General Terms and Conditions

- Probationary period of 6 months

#LI-JACUK

#MS

**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.

Privacy Policy Link: <https://www.jac-recruitment.co.uk/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.uk/terms-of-use>

---

会社説明