



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08日 16:38

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

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会社説明