

**National Account Manager Off Trade**  
**Permanent contract.**

**COMPANY BACKGROUND**

Hallgarten Wines has 90 years of experience in the UK wine trade. We market and sell over 1,200 wines from some of the greatest wine producers in the world through our strong sales team to all sectors of the UK trade - restaurants, hotels, independent wine merchants and national multiples. We are very proud of our three major awards in 2023: Drinks Business 'Drinks Company of the Year', IWC 'On Trade Supplier of the Year' and the IWSC 'Wine Distributor 2023' trophy. We have just recently been accredited Silver for Investors In People as well.

**THE OPPORTUNITY**

This role joins an experienced team during a period of expansion, and we are looking for someone with experience of maintaining a live portfolio of key Grocery Accounts. We expect you to be experienced working with major UK National Grocery accounts. The successful candidate will be able to demonstrate their proven experience of handling national grocery accounts and managing margins, customer profitability and sales targets. Ideally you will have obtained your WSET Diploma and are able to apply your wine knowledge within a commercial environment. We expect you to be extremely competent in Microsoft Office and confident when learning new online portals.

**KEY RESPONSIBILITIES**

- To maintain a live portfolio of key Grocery accounts (number & detail TBC).
- To work closely with the Sales Director to develop business across these key accounts.
- To create and maintain annual customer sales plans, including all aspects of promotional planning.
- To prepare and execute a yearly strategic sales plan by key brand and key customer with target volumes and returns.
- To develop a meeting/contact plan that ensures regular contact with key accounts with the ultimate aim of developing close working relationships with all key buyers and related departments (marketing/logistics etc.).
- Where necessary, to travel with buyers on their regular overseas buying trips and to ensure that our suppliers are visited when required.
- To work in liaison with the marketing and buying teams to formulate which supplier producer lines (branded, own label or exclusive) are available to sell from the current portfolio, and on the 'opportunistic' front, to evaluate customer requests/tenders and to work with the buying team to successfully source products.
- To conduct regular key account gap analysis and to formulate and present NPD ideas to the Hallgarten buyers and/or suppliers before taking to the account.
- Supporting the management of product quality, safety, legal and authenticity requirements for all off and on-trade products, including retailer own brands, to ensure that Due Diligence responsibilities are adhered to, in addition to all retailer specific requirements including retailer product portals. To attend and represent the Company at relevant National and generic tastings

**REQUIREMENTS**

- Experience of Commercial sales experience at NAM level or equivalent and responsibility for key account P&L.
- Experience of cross-functional working both internally (inter-department and with suppliers) and externally.
- Excellent organisational skills and attention to detail will be fundamental to this role
- Commercially aware and adaptable
- Excellent interpersonal and liaison skills able to build relationships at all levels
- Skilled negotiator and confident at all levels
- Strong relationship builder
- Excellent Time Management and organisational skills
- Developed skills in business and account planning
- Confident presenter with well-honed listening skills
- Sound commercial knowledge

- Analytical ability & experienced decision maker
- Proven experience of handling national grocery accounts and managing margins, customer profitability and sales targets
- Key contacts with National grocery retailers buying teams.
- Ideally WSET Diploma wine standard of product and industry knowledge.
- Experience of both branded and own label/exclusive business.
- Experience of FMCG disciplines.
- Proficient in use of Microsoft Office suite
- Full UK Driving licence, ideally clean, but no more than 6 pts`
- This role requires regular travel in the UK and regular overseas travel accompanying buyer visits to suppliers as well as trade shows e.g.. Prowein and Vin Italy
- Embraces Company Values

#### **WHAT IS ON OFFER**

- Competitive Salary
- Professional development
- Bonus Structure and Company Profit Share Scheme
- Contributory Pension scheme
- 25 Days Annual Leave per annum with the ability to purchase up to 5 days
- Car allowance
- Healthcare

#### **ADDITIONAL INFORMATION**

This role is home based but you will be expected to attend customer sites in the UK and abroad so there is significant travel involved. Our Head Office is in Luton with monthly team meetings held here.

The ethos and culture of Hallgarten lies at the heart of everything we do, our 5 values of Partnership, Positivity, Passion, Pride and Progression mean you will find a collaborative, supportive and friendly team that gives you a platform to succeed and grow.

We are an equal opportunity employer and are committed to equality of opportunity for our current and future employees irrespective of their gender, age, race, disability, marital status, religion or belief, or sexual orientation. We believe that the wide range of perspectives that result from diversity promotes innovation and business success. If you need reasonable adjustments at any point in the recruitment process, please let us know and in your application, please feel free to note which pronouns you use.

Closing date for applications is **23<sup>rd</sup> February 2024**, but we reserve the right to close earlier should we find the successful candidate. Please send an up-to-date CV to [hr@hwnwines.co.uk](mailto:hr@hwnwines.co.uk)