

National Account Manager – Off Trade

About Hallgarten & Novum Wines

Hallgarten is one of the UK's leading wine specialists, working with many of the UK's top On and Off Trade businesses. Our award-winning portfolio has circa 1,500 wines from every corner of the wine-making world and is at the core of our success. We are proud to have been awarded the prestigious IWC 'On Trade Wine Supplier of the Year 2023', IWSC 'Wine Distributor of the Year 2023', and most recently the Sommelier Wine Awards 'Large Merchant of the Year 2024'. We are also Sliver accredited Investors in People and proudly part of Coterie Holdings.

Key Aims and Responsibilities:

The role reports to the Director of National Accounts Off Trade, to achieve/exceed turnover, GP and net profitability targets by gaining new listings and building volumes of existing lines with an agreed portfolio of multiple grocery retailers.

- To maintain a live portfolio of key Grocery accounts.
- To work closely with the Sales Director to develop business across these key accounts.
- To create and maintain 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).
- Where necessary, to travel with buyers on their regular overseas visits and ensure our suppliers in that region are visited.
- 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:

- 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 & decision making
- Embraces Company Values

- 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.
- 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 Driving licence, ideally clean

Benefits:

- Competitive salary with personal and company profit share scheme.
- Opportunities for career advancement within a dynamic and growing company.
- Comprehensive training and support in product knowledge and sales techniques.
- Access to a diverse portfolio of world-class wines.
- PCA and expenses for business-related travel.
- Health and wellness benefits.

If you have a passion for wine, a customer-centric mindset and have proven sales experience in national off trade accounts you are invited to apply. Join us in our commitment to delivering exceptional wines and building lasting relationships with our customers. We are looking to recruit for these positions to start in 2025.

Additional Information

Our 5 values are Partnership, Positivity, Passion, Pride and Progression; you will find a collaborative, supportive friendly team at Hallgarten Wines which gives you the 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 Friday 13th December, 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