

Job description

Job title: Customer Development Manager

Location: Kent and Home Counties to South Coast

Salary: £28-£34'000 + 20% bonus with car, pension, healthcare and benefits

Ref: 16334

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Our client is a leading manufacturer and distributor of soft drinks bought in retail for consumption at home as well as 'on premises'. With an enviable range of well-known and respected brands and highly popular products, the business continues to grow in all its sectors organically, through new product development and by acquisition.

This positive situation creates an opportunity for a graduate with licensed premises sales experience to join them as a Customer Development Manager and to drive forward incremental distribution across a lucrative territory by maximising space, feature and display in the company's pub, bar and restaurant accounts. Working with these existing customers and managing their accounts, the successful candidate will utilise market data and analysis to demonstrate the convincing case for purchase and then ensure that their objectives as well as those of the customer are achieved. Making four to five field visits per day and influencing decision makers at all levels, the job is likely to appeal to those with the desire to be rewarded for their efforts.

The ideal candidate may be a recent graduate or may have up to ten years' commercial experience already - but either way, you'll have the desire to enter a professional working environment where you'll benefit from training and personal development opportunities that will set the seal on a professional sales and account management career.

All applications will be treated in confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk