

Savage & Whitten Wholesale Ltd are Northern Ireland's leading independent FMCG organisation. Strategically located between Belfast and Dublin, Savage & Whitten Wholesale Ltd has celebrated its centenary having been established in 1916. The business has continually evolved over the last number of years and is now a major employer in the Newry and Mourne area, with approximately 200 employees based at our head office and throughout NI and the ROI.

As a member of the Unitas group, we deliver sales, marketing and supply chain solutions to the independent retailer.

Role - Head of Sales - Trading Division

Contract - Full Time, Permanent

Salary - Competitive

We wish to appoint a Head of Sales within our Trading Division.

This Senior role uniquely will give the successful candidate full autonomy to use all their valuable retail category management and range knowledge, together with their entrepreneurial sales and commercial skills to manage our existing customers whilst developing new growth opportunities in partnership with our larger and contract customers.

Ensuring we continue to offer "best in value - range and service" to this important sales market within GB and Ireland.

Key Responsibilities:

- To identify source, develop and manage existing larger customers within Ireland and GB which meet our commercial requirements.
- To develop review and deliver National and Local contract business through effective negotiation ensuring we offer best in Trade Service- Range - Support and Value to grow this business to mutual benefit with all our retail partners
- Build effective long term relationships with existing and new customers, suppliers and all other key stakeholders for sustainable growth
- Drive customer sales through effective relationships with category management, promotional sales plans in partnership with customers key commercial needs objectives.
- Plan negotiate and deliver range objectives with all customers and all relevant stakeholders
- Managing the administration (Price / Range) to meet our customers IT and commercial demands
- Managing Service Levels to all Customers working closely with our replenishment buying team

Knowledge, Skills and Experience:

- Minimum 5 Years Retail / FMCG background with strong product and category knowledge
- Results driven experienced skilled influencer and strong negotiator
- Proven experience with minimum 5 years Key Account Management sales experience within a FMCG organisation with proven sales growth
- Category Management skills within FMCG
- Strong communication and negotiation skills to manage our business against budget objectives External)
- Strategic planning and managing of Customers - Product Categories and ranges to budgeted requirements

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Knowledge, Skills and Experience Cont.

- Successful delivery of projects to time and budget
- Advanced competence in Microsoft Excel, Word, PowerPoint
- Entrepreneurial eye for opportunities that will deliver long term sustainable growth within this market that will mutually benefit our customers and us.
- Real 'can-do' attitude
- Self-motivated, ambitious, entrepreneurial, with excellent team player
- Analytically minded and self-motivated

As a people focused business you can be assured that a career with S&W will be both progressive and rewarding.
If you feel you meet the above criteria and are seeking an exciting new challenge, we would love to hear from you.

The closing date for receipt of CV's is Monday 10th December 2018 @ 5pm
Savage & Whitten Wholesale Ltd are an Equal Opportunities Employer

Today's