



Multiple Marketing Limited

National Account Manager. FMCG Food and Drink

Role:	National Account Manager
Salary Range:	Competitive
Location:	Field Based , reporting into South East London office
Contract:	Permanent
Benefits	Laptop, mobile, bonus, company car or car allowance, fuel card

Overview

Multiple Marketing Limited is a manufacturer, distributor and brand owner of a wide range of food, soft drinks, including fruit juice, dairy, and confectionery products. It is part of a group of companies which includes **Eat Natural** (the market leading fruit and nut bars), **R M Curtis & Co Ltd** (a major UK producer and importer of dried fruits, nuts and seeds), **Fielding Dairies** (a contract packer of fruit juices, smoothies and juice drinks in bottles) and **Sunmagic Juices** (producer of an extensive range of fruit juices, juice drinks and smoothies catering for all key sectors across retail and foodservice, within both the chilled and ambient sectors).

Within ambient, we have our core *Sunmagic* and *Hydra* brands which offer an extensive product portfolio including Hydra's school-compliant range, available in a wide variety of formats. Brands within the group include Eat Natural, Sunmagic, Hydra, The Village Press, Funtime and Snacking Essentials.

As a group, we have been importing products into the UK for over 160 years. More recently we have made significant investment in our UK manufacturing facilities, giving us the capability to produce the highest quality products. Specialists in fast moving consumer goods, we have driven strong double-digit growth in the past decade, supplying key customers in the multiple retail, discount, wholesale, foodservice, on-trade and cash and carry sectors of the UK food industry.

As a result of our continuing growth and expansion we are seeking to enhance our existing sales team: **National Account Manager (Second Tier Multiples) – UK Based (£Competitive)**





The Role

Working closely with our Brand Managers and NAMs, you will be passionate about selling and will have an infectious desire to raise the profile and shape the future of Multiple Marketing. You will be responsible for managing key accounts and will ensure that we become a preferred supplier to all our existing and potential customers. You will also have National Account Head Office experience including negotiating terms and agreeing joint business plans.

Showing an ability and enthusiasm to expand our second tier multiple customer base, you will identify and win new sales opportunities. Ideally you will have soft drinks experience and will already have a proven history of developing and retaining new business and building genuine and effective relationships with customers, delivering outstanding results.

The role is field based, reporting into our South East London office.

If you are a highly driven and tenacious self-starter and want to be part of our growing success, we'd love to talk to you.

A full UK driving licence is required, along with proof of eligibility to work in the UK.

Please send us your current CV along with a covering letter outlining your existing package details to hr@rmcurtis.co.uk

***** STRICTLY - NO AGENCIES PLEASE *****

Please note that if you have not heard back from us within two weeks of submitting your application, you have been unsuccessful on this occasion.

