

POSITION

Key Account
Manager

COMPANY

Chapel Down
Group Plc

REPORTING TO

Senior Business
Manager

ROLE BASE

Field based -
South of England



CHAPEL DOWN
TENTERDEN ENGLAND

WHO ARE WE?

Chapel Down Group Plc is one of the UK's most exciting drinks companies.

We are England's leading wine producer with a world-class range of sparkling and still wines.

We also produce a hugely successful range of gin and vodka, plus the award-winning Curious beers and cider, all of which are produced using unique winemaking techniques to create unique products that offer real point of difference.

WHO ARE YOU?

We are looking for a highly motivated Key Account Manager to join our talented sales team. This is an exciting and rare opportunity to join this dynamic and exciting UK-based drinks company.

We are looking for someone with excellent communication and organisational skills, and the ability to work well as part of a team.

The role of Key Account Manager is to maximise sales opportunities for Chapel Down's portfolio of wine, spirits, beer and cider with route-to-market partners and managed groups.

KEY RESPONSIBILITIES

- Grow distribution in the on-trade by maximising sales volumes within existing accounts and gaining long-term listings with new managed groups
- Identify new sales opportunities with current and prospective trade accounts, focusing on the core products within the portfolio
- Work closely with regional divisions of key national route-to-market partners to develop new sales opportunities
- Support the Senior Business Manager in developing and maintaining relations with existing national customers, both route-to-market and managed groups
- Routinely perform staff training and consumer tastings to educate, inform and excite customers and consumers
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

KEY REQUIREMENTS

The successful applicant should have:

- The ability to work well under pressure to meet deadlines and achieve targets
- Strong analytical ability and commercial acumen
- Effective negotiation and interpersonal skills
- Good knowledge of wine, beer and spirits
- Proven track record of working independently and delivering results
- Strong team player and results-focused, with strong communication skills at all levels
- Good organisational and IT skills

OUR BENEFITS

- Competitive salary, plus performance-related company bonus scheme
- Company car
- Staff discounts on our wines, beers and spirits, and at our venues

SUCCESSFUL CANDIDATES MUST HAVE

- At least 2 years experience in a Key Account Manager role
- WSET and/or Beer Cicerone qualifications are preferred, but not compulsory
- Good knowledge of Microsoft Office and competency with IT systems and databases
- A full UK driving licence, as the role involves travel

APPLY

Please send your CV, together with a Cover letter explaining why you are best suited for this role, to darren@chapeldown.com

CHAPEL DOWN GROUP PLC

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