



Job Title

National Accounts Manager

Competitive salary, plus bonus, laptop, mobile phone, fully expensed company car and current benefits i.e. pension plan, healthcare plan, holiday entitlement, etc.

Reports To

The National Account Manager (NAM) will report to UK Sales Manager Away from Home (AfH) Cleaning and Hygiene division.

Job Overview

This is a senior national accounts role, so expectations will be high to succeed in the management and delivery of sales targets, within a specific portfolio of national accounts in the AfH UK Cleaning and Hygiene division. Introduction and conversion of innovative solutions to existing and potential new national accounts. The NAM role will be an integral part of the UK AfH Cleaning and Hygiene sales team, demonstrating alignment to the overall Evans Vanodine company value proposition and core values, when engaging with internal and external stakeholders.

As this is a National UK based role, there will be significant travel, with overnight stays dependent on the needs of the business.

A high standard of commercial acumen and numeracy will be expected within this role.

Responsibilities and Duties

Listed below are the principal responsibilities and minimum standards expected of this role:

- To manage and develop a specific portfolio of national accounts with a sales plan for each National account, outlining clear goals and objectives with commercials for the achievement of company growth targets and regular sales reviews.
- Engage with the Evans regional UK Area Sales Managers to ensure implementation of day to day operations, sales data extraction from the distributor/end user, product training, COSSH and Risk Assessment. End user compliance site survey visits are executed as per individual national account sales plan.
- Renegotiate existing National Accounts Supply contracts to ensure continuity of contract supply award.
- Implement price increases in line with company expectations.
- Plan, prepare and manage project timelines for the mobilisation of end user multi-site supply contract roll outs.



- Identify and research new market sectors appropriate for the company to develop new business.
- Ability to prepare and execute professional power point presentations, in accordance with company brand guidelines
- Undertake and support national account customer exhibitions and supplier forum events.

Education

- Highly proficient in spoken and written English
- Standard GCSEs, or equivalent, including English and Mathematics.
- Further Education is preferred but not essential

Experience.

- 2-3 years' experience in an existing National Accounts Manager role within the AfH B2B sector.
- An understanding of cleaning and disinfection chemicals use in the AfH market sectors would be beneficial.
- A good knowledge of business operations in the B2B AfH manufacturer to distributor and end user supply chain channels.
- Knowledge of CRM platforms, One Drive, Office 365 and cloud-based file storage/sharing.

Personal characteristics.

- Professional individual who will operate with honesty and integrity at all times.
- Possess drive and ambition to take national accounts beyond expectations.
- Team player - ability to work within a team across a variety of cross business divisions i.e. technical to purchasing to sales
- Ability to pitch in and support fellow sales colleagues, when required.



Certifications (Preferred – not essential).

- Basic Food Hygiene Certificate
- BICS
- B2B sales skills and advanced negotiation courses/accreditations (Please state)

Physical abilities.

- Any pre-existing long term medical or skin conditions which may impact on ability to enter food hygiene and preparation and healthcare areas, as part of this role, must be declared prior to interview.
 - A medical assessment will be required to be undertaken, as part of the interview process.

Driving License

- A current UK driving license (no more than 3 SP points)

Equality & Diversity

- Evans Vanodine is an equal opportunity employer and welcomes applications from all sections of the community.