



Commercial Executive (Wholesale)

Job spec/role and objectives

To deliver the operating plan within PROPERCORN's Wholesale customers, with a specific focus on Foodservice, Leisure & QSR.

Candidate must be a proven self-starter, bright, ambitious with a track record of exceptional delivery. Minimum 1-2 years commercial experience and ideally prior channel experience / P&L responsibility.

Scope and responsibilities

Strategy/numbers

- Help define and deliver Propercorn's 1 year plan within Wholesale, Leisure and QSR ensuring numbers and targets are hit/exceeded.
- Responsible for P&L and forecast of personal accounts.
- Ensure that our strategy is adapted as needed and in a timely way to take insight/learnings into the business
- Work with channel head to input into ABP –how do we step-change our performance in this channel? All plans to have a clear recommendation/be fully commercialised.
- Ensure NPD in the right time and place within the channel (as defined and targets hit).
- Work with marketing to ensure best allocation of budgets to deliver plans.

Team

- Ensure the team are regularly updated with insights and learnings from your channel.
- Weekly 1-on-1s with line manager and 6 weekly development catch ups.
- Work with key teams (category, marketing, commercial) to deliver new business opportunities.
- Report and analyse account performance at each weekly sales meeting and lead internal Monthly Sales Meeting when necessary.
- Manage the resource allocation within the channel and within defined budgets.
- Contribute to the wider on-boarding and training of the commercial team.

Relationships

- Build and develop contract matrix of buyer/ key contact relationships across the channel.
- Build and develop a strong network within FMCG so we can continue to learn and grow.
- Represent PROPERCORN and regular networking events within the channel.

If interested, please send your CV to James.f@propercorn.com (with the subject header Commercial Executive), with a couple of sentences about yourself and why you think you are a great candidate for this role.