



## **PROPERCORN Convenience Channel Head**

### **Job spec/role and objectives**

To define, lead and deliver the operating plan within PROPERCORN's Convenience channel. Commercial lead on key accounts such as Spar UK, Nisa, P&H, One Stop, Booker/BRP and all subsidiaries.

Candidate must be a proven self-starter, bright, ambitious with a track record of exceptional delivery. Minimum 2-3 years commercial experience and ideally prior channel experience & line management experience.

### **Scope and responsibilities**

#### **Team**

- Responsible for the retention and development of the Convenience team.
- Lead a high performing team that continually raises its game, whilst helping find and nurture great talent for the future.
- Oversee and ensure that all management admin e.g. reviews & development within the channel is done to an exceptionally high standard.
- Manage resource allocation within the channel and within defined budgets.

#### **Strategy/numbers**

- Help define and deliver PROPERCORN's 1 year Convenience plan ensuring numbers and targets are hit/exceeded.
- Responsible for P&L and forecast of the Convenience channel.
- Ensure that the strategy is adapted as needed and in a timely way to take insight/learnings into the business.
- Work with key teams (category, marketing, commercial) to deliver new business opportunities.
- Input into the Annual Business Planning – what is right for Convenience and how do we step-change our performance in this channel. All plans to have a clear recommendation/be fully commercialised.
- Ensure NPD launches in the right time and place within the channel (as defined and targets hit).

#### **Relationships**

- Maintain our excellent reputation as a key challenger brand within the Convenience channel.
- Retain and develop all established customer relationships across the channel.
- Host and entertain key retailers and customers.
- Build and develop a strong network in non-competing companies so we can continue to learn and grow.