

**ELGIN**  
**FREE RANGE**  
**CHICKENS**

EST. 1997

**FREE RANGE IS A LIFESTYLE**  
**NOT A LABEL**



### **Vacancy**

#### **Sales Key Account Manager**

The successful candidate will form part of the Sales and Marketing Team and will be responsible for managing major key client accounts with the primary objective of nurturing client relationships and increasing the company's market share.

### **Responsibilities:**

Key Areas of Responsibilities will include the following but not be limited to:

- Plan and achieve the agreed annual sales target for the assigned key account, whilst keeping with the agreed trading terms.
- Build a strong and collaboratively working relationship with assigned key account, in particular the key account department planners.
- Manage accounts and sales growth and profitability in line with business objectives.
- Closely liaise with key account department planners to ensure excellent in-store execution – including management of stock levels on shelf as well as back up stock levels.
- Liaise with all internal departments to ensure that the key account receives the appropriate level of support and all activities results in orders and in-store execution.
- Ensure customer service in terms of sales, merchandising, stock hygiene checks and contribution toward problem solving related to the key account.
- Monitor pricing in stores and submit comparative benchmarking pricing report to Sales and Marketing Manager on a weekly basis.
- Create and implement an annual plan taking into consideration all levels of growth; Commercial agreements, Marketing actions, Merchandising and retail opportunities, Profitability, Trade terms, Promotions and New product launches.

### **Requirements and Experience:**

- Diploma, Bachelors Degree in Business Studies, Administration, Marketing, Economics, or equivalent.
- Minimum 3 years FMCG experience in related field.
- Position typically requires and involves lots of travelling for business purposes.
- Product, market and retail knowledge.
- Good oral and written communication and presentation skills.
- Successful track record on working in key accounts.
- Team player.
- Attention to detail at all times.
- Self-motivated, self-starter and energetic.
- Well organised and enjoys administration.
- Good financial and analytical ability.
- Strong work ethic and commitment to integrity.
- Experience in Pastel Evolution will be advantageous.

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We offer a competitive salary with benefits. The appointment will be made in accordance with the Company's EE Policy.

Interested applicants should forward their CV's to: e-mail address [mdpa@freerangechickens.co.za](mailto:mdpa@freerangechickens.co.za) on or before 8 February 2019. **Please specify what position you are applying for in the subject line.** Only candidates who meet all the specified requirements will be considered. Candidates who apply from outside the Western Cape will be responsible for all relocation costs should their application be successful. Only shortlisted candidates will be contacted. Should you have not been contacted within 1 month, please consider your application unsuccessful.