

THE CHEESE MERCHANT

Junior Account Manager, Overton, Hampshire

The Cheese Merchant supplies the finest restaurant, hotels, and retailers across the UK, as a business we specialise in the finest quality products which we sell at honest prices. We work incredibly closely with our producers to ensure we are showcasing the best of British produce. Started in 2017 The Cheese Merchant has seen exciting growth with the company now employing 20 members of staff and the business growth is on track to increase by 80% this year.

About the job...

We are looking for a Junior Account Manager to join The Cheese Merchant team to manage our existing customer relationships and welcome new customers on board. The ideal candidate is someone who has a keen interest in food and the food industry along with being confident with customers. You do not need a high level of cheese knowledge but just willing to learn the ins and outs of the world of cheese!

What you'll be doing...

- Upselling to existing customers with the potential to earn target-based commission
- Manage inbound business and onboard new customers
- Carry out customer training and tastings – once you are ready! We will make sure you're embedded into the world of cheese and confident in our product range before you get the chance to share the love with some of our chefs and retailers
- Identifying potential opportunities with customers – spotting gaps in their range and selling new products
- Dealing with day-to-day customer needs or requests
- Weekly report running
- Implementing price amendments with clients

What we're looking for in you...

- We are looking for someone who has a passion for amazing quality food – just like us!
- You will value every pound and be able to think commercially (spot opportunities to upsell or expand range of products)
- We'd love you to have had experience in account management in a food-based company for a couple of years, but this isn't essential!
- You have great communication skills and can build relationships with our customers on the phone
- You enjoy being challenged and will lean into this role, shaping it as we grow
- Super organised, you'll be onboarding and managing multiple accounts across the UK so you'll have to be able to multitask

What we offer:

- £22,000 plus performance-based bonuses
- **9am to 6pm - Monday to Friday**
- **20 days holiday plus bank holidays**

To apply, please email CV and covering letter to georgelang@cheesemerchant.co.uk by Friday 20th August at the latest