

## Junior National Account Executive

**For Goodness Shakes | Based in London, UK**

For Goodness Shakes (FGS) is the UK market leader in the RTD protein shake category, with a portfolio that spans different consumer needs – from Starting Strong at Breakfast to Recovery after Training, via Protein on the Go.

2018 has been another incredible year of growth, combined with a complete rebrand and repositioning. The products target the growing masses of 'strivers' – active, diet-focused consumers – Feel the Good, by helping them add some goodness into their diets. This category is on trend and all about wellbeing and fitness. Constant innovators, FGS has recently launched Plant Protein to tap into the growing vegan and flexitarian trends. The company is well placed but competing in an increasing competitive market. The brand has strong distribution in the major retailers, excellent consumer metrics and an exciting NPD pipeline.

In 2015, the company was acquired by one of Ireland's leading dairy cooperatives and globally focused agri-food businesses, Aurivo. Whilst FGS benefits from the full backing and resources of a large multinational, it retains its entrepreneurial flair, independence and quick footedness. FGS has a passionate and dedicated workforce who live and breathe the company values. Due to their phenomenal success over the last number of years, they are now looking to add to their growing team.

### OPPORTUNITY:

This is an exciting opportunity to work on a fantastic category leading brand with a passionate team in a great location. FGS is looking for someone who is energetic, passionate and keen to make a difference. The successful applicant will be able to take direct ownership of their own channels and customers. In addition, they will get increasing exposure working on a Top 4 account, assisting and learning from the senior members of the commercial team.

The business retains that SME feel but balanced with FMCG commercial, category and marketing experience. It's a small but nimble commercial team, where the flat structure gives true commercial responsibility and allows commercial decisions to be made quickly, driving competitive advantage.

This is an exciting opening for a dynamic Junior National Account Manager looking to join a team, where they can learn, get involved, and help take the business onto the next level. The business is built upon internal development and quick progression of the team. Reporting into the National Account Controller. This position is office based in London.

### KEY RESPONSIBILITIES:

- Day-to-day management of:
  - Specialist sport/wholesalers distributors (online and physical)
  - Discount and high street retailers
  - New business development
  - Top 5 exposure (internal/external)
- Developing and driving ambitious growth plans across this exciting product range and NPD pipeline
- Responsible for creating and implementing JBPs where required

### THE PERSON WILL HAVE:

- A university degree (or equivalent)
- A track record of delivering against targets within a branded FMCG organisation
- Relevant and recent experience of directly managing customers
- An understanding of existing external relationships and customers
- A strong ability to analyse data and maintain accurate records
- A commercial acumen and an ability to create compelling commercial proposals
- An ability to build strong relationships with internal and external contacts
- Strong verbal and written communication skills
- Comprehensive IT skills
- Knowledge or understanding of the role that sport and nutrition play in a healthy lifestyle (desirable)

### APPLICATION PROCESS:

Please forward updated CV to Aurivo Careers:

**careers@aurivo.ie** before Friday, 5th April 2019

The company reserves the right to select a shortlist from the applications received.

**FOR  
GOODNESS  
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