

## EXPORT ACCOUNT EXECUTIVE

Flahavan's are market leaders in the hot oats category, with one of Ireland's favourite brands. We continue to lead our market through brand development and innovation. As part of our Export sales strategy we are seeking a candidate to help us deliver our ambitious growth plans.

Reporting to the International Business Development Manager, this position will be responsible for the development of our portfolio of export sales in the USA and other Emerging export markets, as well as assisting in the account management of our export retail customers and nominated distributors.

### DUTIES & RESPONSIBILITIES:

Responsibilities associated with this role include, but are not limited to the following:

- Develop our International portfolio of sales: This will require the appropriate level of planning in identifying new customers, assessing the viability of the market opportunity, establishing a relationship with new customers.
- Assist in managing the achievement of USA and Emerging Market budgets and plans, supporting the Primary Importers or Distributors where necessary. Assist in preparing a range of business development proposals, retailer presentations, and category analysis. Be the relationship builder between Flahavans and our in-market partners, attending to their selling needs.
- Assisting in driving the development of our UK business and retail plans through key account presentations and relationship management.
- Data Preparation and Analysis: Download retailer epos data, analyse and present insights and updates on performance.
- International Trade Shows – There are a number of International Trade Events that Flahavan's attend each year which include – USA (The New York and San Francisco Fancy Food Shows), Middle East (Gulffood), Germany (BioFach and Anuga), and others from time to time (SIAL etc). Working closely with marketing and distributors, organise Flahavan's trade stands and presence at these International trade shows. Attend trade shows as part of the team.
- New Products - Provide ideas and feedback for the development of new products and ensure the listings of new product introductions. Contribute to category management initiatives with the major key accounts or partners.
- Develop new labels/packaging as and where required for international markets taking into account other countries language requirements and statutory requirements.
- Assist in formulating, presenting and implementing the annual Business Development Plan for International markets, including annual budgets for Emerging Markets.
- Assist the IBDM in responding to a variety of ad-hoc day to day issues such as consumer website enquiries, consumer complaints, trade enquiries, packaging print runs etc.
- Assist in controlling sales development expenditure in the International portfolio. (E.g. promotions, slotting fees, etc)

### EXPERIENCE AND SKILLS REQUIRED:

- 2+ Years' experience at a managing customer accounts and business development.

- Good relationship building and interpersonal skills, excellent organisational, communication, presentation and negotiation skills.
- Task and results orientated, organised, good initiative, a self-starter.
- Analytical and fact-based approach to business building.
- Good numeric skills for assessment of data driven decisions, margins, budgets, price increases, market research, promotional break-evens, formal business plans etc.
- Excellent IT and computer skills - Excel, PowerPoint, Word.
- Advanced Analytics skills – Use of PivotTables would be a benefit.

This full-time position will be based at our offices in Kilmacthomas, Co. Waterford, with frequent travel to the UK, USA and our other emerging markets. The role will report to the International Business Development Manager.

This role will offer an attractive salary and benefits package in a vibrant, forward thinking company dedicated to its customers and employees.

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Please provide a CV with cover letter outlining why you would be suitable for the role to:

**Email:** [hr@flahavans.ie](mailto:hr@flahavans.ie)

**Post:** Human Resources Department, E. Flahavan & Sons Ltd., Kilnagrange Mills, Kilmacthomas, Co. Waterford, X42 N235, Ireland.

**CLOSING DATE FOR APPLICATIONS IS FRIDAY 11th JANUARY 2019.**