



## **Account Manager Hampshire & Surrey**

Holdsworth Foods is one of the UK's largest independent foodservice distributors. We have a real passion for what we do and our business is built on the quality of service we provide.

Our colleague, supplier and customer relationships are paramount in our daily activities and a rare opportunity has arisen for a dynamic and highly motivated person from within the foodservice industry to join our successful sales team at our Dorset depot.

Working in partnership with your sales & customer service operator, you will ensure your customers receive industry leading levels of service and maximise sales growth opportunities. You will be focused on prospecting potential new business with the aim of winning new customers. Both these activities will help you consistently meet and exceed your sales and profit targets.

### The role:

- Managing, retaining and developing an existing customer base
- Adding new customers through prospecting and pipeline channels
- Selling additional volumes to existing and new customers to ensure the territory achieves and exceeds the required target and margin expectation
- Working within a successful team and adding value to it

### The candidate:

- A proven track record of sales within the foodservice industry
- A good knowledge of trade in Hampshire & Surrey
- Commercially aware of market conditions and trends including competitor activity and markets relating to individual products
- Ability to build strong relationships, both internally and externally
- Competent numeric skills, structured thinking and an analytical mind
- Competent in Microsoft Outlook, Excel, Word and PowerPoint

### The reward:

- This is a full-time permanent role with a competitive salary, open ended bonus structure, fully expensed company car, laptop, mobile phone and pension.

To apply please send your C.V. to:  
Mr Dan Holroyd, Holdsworth, Manchester Road, Tideswell, Derbyshire, SK17 8LN  
dan.holroyd@holdsworth-foods.co.uk

Closing Date – Friday 10<sup>th</sup> June 2022  
[www.holdsworth-foods.co.uk](http://www.holdsworth-foods.co.uk)