**Retail Key Account Manager**

Full Time

Permanent

Vetoquinol UK, the 7th largest animal healthcare company in the world, have an exciting opportunity for a full time, permanent Retail Key Account Manager to join our team. This position will require experience in managing multiple retail accounts and will be supporting our UK retail business across both our companion and farm animal portfolio.

The Retail Key Account Manager is responsible for developing the local strategy, relationship, business and services with our key retail customers. They will devise and develop creative and profitable business solutions for both the Company and the key account, and in collaboration with the management team developing long-term objectives, and meeting customer satisfaction goals.

The main responsibilities of the role:

* Developing, proposing and implementing the agreed Company KA strategy in-line with the strategic aims of the Group
* Managing, creating and developing individual KA strategies tailored to each KA
* Working with all departments at subsidiary and Group level to devise a detailed plan for key accounts that maximises sales and services opportunities in the short and long term
* Managing the relationship with the KA’s and the Company; optimising relationships and partnerships with retailers.
* Maximise the opportunities for both the Company and the key account by implementing and developing the service offer
* Prepare and implement contractual agreements and ensure compliance
* Developing the turnover and profitability of KA activities, contributing to the achievement of Company ROC objectives by achieving net sales targets, and ensuring that consolidated gross margins are in-line with expectation

The successful candidate will be an established Key Account Manager with at least 2 years’ experience in a similar role, and at least 5 years sales experience. The successful candidate will ideally have a sound knowledge of the animal health industry (pet care or pet food markets) or a relatable market (high street and grocery FMCG) and experience working collaboratively with large accounts.

In return, we offer a competitive salary + performance bonus, with a wide range of benefits such as fully expensed company car or car allowance, 25 days holiday, Private Medical insurance and cashback, product allowance, profit related bonus, enhanced paid leave, private pension, and more.

To apply for this role please submit your CV & covering letter specifying your salary expectation and notice period to [uk\_humanresources@vetoquinol.com](mailto:uk_humanresources@vetoquinol.com)