

# OUR BEST IS MADE OF **YOURS**

*Saputo*

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## ACCOUNT MANAGER – FUNCTIONAL INGREDIENTS

Davidstow

Full Time, Permanent, Hybrid Working

### YOU'LL MAKE CONTRIBUTIONS THAT MATTER BY...

- Managing the day-to-day activities for some of the key global infant formula accounts.
- Forecasting and tracking client account metrics in line with budget assumptions.
- Identifying business growth opportunities.
- Being responsible for managing customer account metrics end to end, e.g. setting up accounts, specifications, samples and general customer queries in a timely fashion.
- Being the technical contact for external customer product specifications and questionnaires (new / existing customers).
- Actively influence incident teams and represent Functional Ingredients when required, liaising with customers / Supply Chain / Davidstow.
- Carrying out Sales and Operations Planning (S&OP) for customers with specific requirements – Responsible for ensuring product availability for SKUs that are not managed via existing material numbers, through coordinating between Planning and the Factory Operations and Technical teams.
- Controlling the customer samples process and improve current lead time on samples and maintaining the customer samples tracker.

### YOU'RE BEST SUITED FOR THE ROLE IF YOU ARE...

- Degree level or equivalent qualified in Business, Food Science/Technology, or related disciplines.
- Experienced in the food industry - 2/3 years.
- Able to communicate internally, & externally with customers and suppliers both verbally and written.
- Able to be creative, innovative, manage several projects simultaneously, work within a close team and on your own initiative.
- A holder of a Full clean driving licence.
- Able to travel as occasional travel may be required.

### WE SUPPORT AND CARE FOR OUR EMPLOYEES BY PROVIDING YOU WITH...

- Site bonus scheme paid quarterly
- Long service recognised every 5 years
- Generous employer pension contributions
- Private Health Care
- Company Car/Car Allowance
- Health Cash Plan - claim money back up to a set limit of c.£700 per annum on essential healthcare
- Life Assurance
- Free, onsite parking
- Discounted branded products
- Subsidised staff restaurant
- 25 Holidays + 8 bank holidays
- My Staff shop - access to exclusive benefits, free advice and savings - providing great discounts from thousands of the UKs largest retailers & service providers.

**We support employment equity. Saputo strives to embed diversity and inclusion in its operations and invites candidates from all horizons to join our team.**

To apply please email [recruitment@saputo.com](mailto:recruitment@saputo.com)

**Closing Date: 24<sup>th</sup> May 2022. Applications received after this date may not be able to be considered.**

**Priority will be given to those currently at risk of redundancy or within a consultation process who exhibit the required skills for role.**

Agencies - Thank you for your interest in working with Saputo Dairy UK. We have a PSL who will be supporting us if needed. We do not pay fees or acknowledge any CV's supplied to Saputo Dairy UK unless you have been briefed on the role by a member of the Talent Acquisition Team.