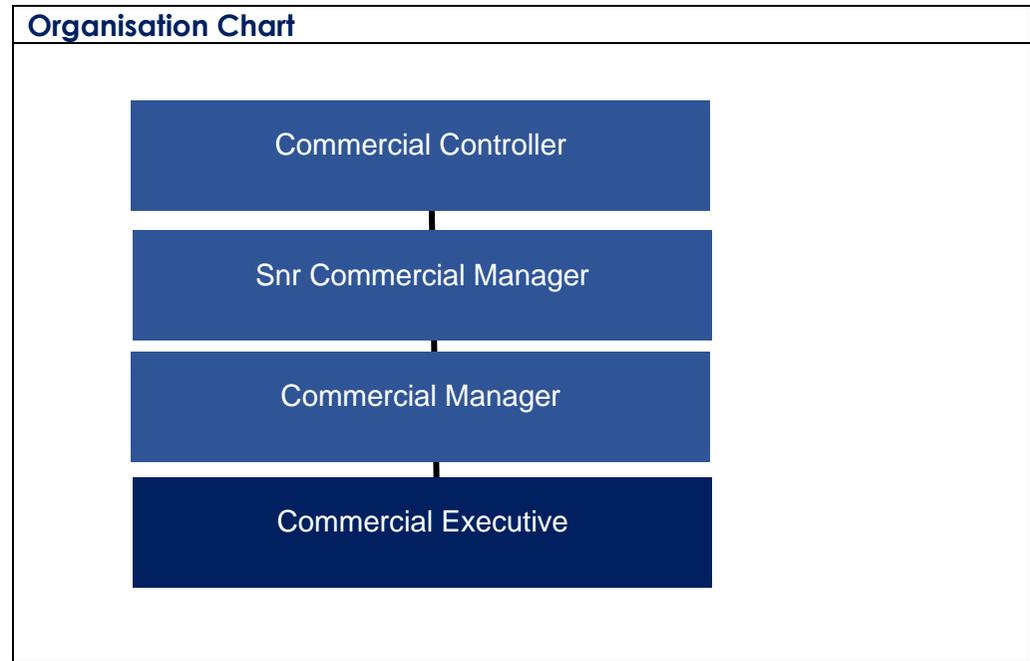


# Commercial Executive

<b>Job Title</b>	<b>Commercial Executive</b>
<b>Line Manager</b>	Snr Commercial Manager or Commercial Manager
<b>Department</b>	Commercial
<b>Location</b>	To be confirmed.
<b>Purpose</b>	
<p>Support the Commercial Manager to exploit the potential growth within the UK market and to provide support in the day-to-day management of accounts to deliver profitable business with excellent service levels and targeted growth.</p> <p>You will have involvement and influence on Account Management as well as day-to-day commercial administration, internal &amp; external forecasting, and customer interaction. You will be the key point of contact and help with the project management for all NPD projects. Support the Snr Commercial Manager or Commercial Manager with timely account updates, reports, S&amp;OP, and revenue management.</p>	



<b>Key Responsibilities\Measures of Success</b>
<ul style="list-style-type: none"> <li>• P+L responsibility for a defined account leading to the growth of our brands in line with business objectives.</li> <li>• Daily commercial contact for Accounts.</li> <li>• Work with marketing to develop and implement the strongest possible customer plans including instore and online activation plans.</li> <li>• Effective evaluation of promotional performance and developing recommendations to maximise promotional effectiveness.</li> <li>• Reporting and Data analysis and creating action plans with the Snr or Commercial Manager accordingly.</li> <li>• Supply chain reporting, including stock and shortage issues within the relevant business areas.</li> <li>• Liaising with supply site planners to ensure full CSL.</li> <li>• Project Management NPD critical paths.</li> <li>• Weekly Forecasting – internal / external.</li> <li>• Manages a proportion of customer admin for specific accounts, including promotional nominations and EPOS analysis.</li> <li>• Assisting the Snr/Commercial Manager in the delivery of joint business plans.</li> <li>• Support the SCM/CM to deliver sustainable channel growth.</li> <li>• Building and maintaining internal and external customer relations.</li> <li>• Champion the customer within the Pilgrims Europe business.</li> <li>• Timely provision of information to the wider business units.</li> <li>• Commercial administration support.</li> </ul>

**Key Deliverables**

- Turnover and contribution of Direct portfolio budget and FC.
- Develop and strengthen external customer relations.
- Forecasting Accuracy.
- Delivery of NPD projects.
- Service levels.

**Skills & Knowledge****Essential**

- Experience in Food Manufacturing.
- Commercial Acumen.
- Analytical Skills.
- Confident in presenting to both internal and external parties.
- Strong communication skills.
- Self-motivated with a can-do approach to achieve results.
- Ability to work under pressure.
- High level of business and personal integrity.
- Computer literate with strong knowledge/use of Microsoft office suite.

**Desirable**

- Experience of dealing with major customers.
- Experience within a commercial environment?
- Experience of delivering against customer specific targets.
- Project management experience.
- Negotiation skills/experience.
- Food Development and/or marketing experience.

**Qualifications****Essential**

- Full Driving Licence and ability to be able to travel to different sites as required.

**Desirable**

- Degree qualification is preferable but not essential.

## **Behaviours**

Our values are at the heart of our business and drive everything we do. Availability is key as we are receptive and open and prepared to take on new challenges. Humility is important to us as we listen and respect each other and value opinions of others. Discipline is vital to fulfil commitment internally and externally. We need to be truthful to each other and respectful of other opinions, so Sincerity drives us. At Pilgrim's we focus on what's practical and important so through Simplicity, Ownership and Determination brings success.