



Sales Executive Advert (August 2021)

Our mission

Eatlean is special - we challenge the status quo and are passionate about healthy eating. We are a small team with big ambitions for the future. Five years in we've made a good start towards reaching our goals and are now seen as a leader in our field. To take us to the next level, we need an enthusiastic, passionate sales executive to join us on the journey.

Our values

How we do things at Eatlean is just as important as what we do; Be Yourself; Be Inquisitive; Be Collaborative; Take Ownership; Be Better. We want your personal values to align with our values to support the brand's growth plans.

The role

Based at our headquarters in Nantwich, Cheshire, the role of **Sales Executive** will work closely with our National Account Manager and wider sales team to deliver a world-class customer experience for the brand. Sales is all about working with a broad range of customers and partners to find ways of getting Eatlean to more consumers in a commercially-viable manner, and supporting this process is at the very heart of the Sales Executive role.

What you'll be doing

Reporting to the National Account Manager, your day-to day-duties will include:

- Coordination and preparation of sales presentations
- Completion of promotion submission forms, new line forms, price query forms, supply analysis, promotional accruals
- Stock planning and forecasting
- Sales and promotion tracking and analysis, report building
- Accompaniment to external meetings with buyers and organising site visits
- Specific project work, end-to-end ownership and management
- Market research including store visits
- Coordination with wider teams across the business including logistics, customer service and operations.

Your knowledge and expertise

What we need from you:

- **A team player** – we're a small team and we love people who roll up their sleeves and are able to adapt in a fast-paced environment



- **A self-starter** – you need to be highly motivated with an eye for opportunities and a good problem solver
- **Organisational skills** – we may not all neat and tidy, but we need people who can juggle multiple tasks and have proven written and verbal communication skills
- **Hunger to succeed** - we need someone who sets big goals, works towards and exceeds targets, whilst always upholding quality and integrity. It's really important to us that you can push yourself outside your comfort zone
- **Relationship building** – a natural people person, we want someone who is not afraid to pick up the phone and has a strong customer service focus
- **Ticking the boxes** – we value relevant experience and high enthusiasm over formal education however we do need a fluency in written and spoken English, someone proficient on Microsoft Excel including capability to interpret and manipulate data, and a minimum of 5 GCSE's grade A-C/9-4 (or equivalent) including Maths and English.

Additional details

- Flexible start but ideally ASAP
- Weekly working hours of 42. We are an agile team and offer flexible working where possible
- Occasional travel or weekend work
- You will be rewarded with a salary of up to £23,000 with plenty of development opportunities and interactions with different teams across the business. Access to the company benefits package also included
- You must be eligible to work in the UK
- Deadline: 3rd September 2021

Got what it takes?

In your application we want to see your personal style – what makes you tick and think your next opportunity is here with us. To apply, please send your CV and cover letter to team@eatlean.com