



Senior National Account Manager – Eastern U.S.



Amazing Grass

We're More Than a Greens Company, We're a Movement

For over 3 generations we've organically grown and harvested the most nutrient-dense greens on Earth.

Today, we authentically craft our greens with the highest quality plant-based superfoods curated from around the world in partnership with farmers who are committed to the same sustainable practices.

As the category leader, Amazing Grass sells and distributes a broad range of plant-based nutritional products through premium retailers such as Whole Foods, Sprouts, Wal-Mart, Target and Amazon.

The Position

This is home based position with preferred locations in either the Mid Central, East Coast, or Northeast United States.

Major Responsibilities

- Build effective annual customer account plans –to include knowledge and expertise in the 4 P's (Pricing, Placement, Promotion, Product).
- Forecasting, Trade Management experience is a must, P&L familiarity.
- Able to build and sustain key customer relationships at all levels (buyers, merchandisers, retail operations)
- Achieve quarterly/and annual profit and revenue goals.
- Deliver Net Sales target for all assigned customers within trade spending parameters.
- Build strong customer relationships that result in partnership opportunities which drive sales, market share and profit.
- Working cross functionally every month with finance team to track and monitor trade spend – discuss Post Analysis, work on demand planning forecast by sku/brand family.
- Work in close collaboration while being able to build strong work relationships with other cross functional teams to include Marketing, Operations, and Finance.
- Create and deliver customized sales presentations to all key decision makers (account level), leveraging SPINS/Nielsen data to build out a category management story.
- Prepare, build out and present T2T presentations, that center around the JBP process.
- Participate in trade shows, Expo West/East, etc as needed.
- Be able to take on ad hoc projects (as needed) to help drive sales for the brand – scope of project work can vary – will require strong background in planning and organizing skills.
- Current Customers include: Wegmans, Publix, Ahold, Wakefern, C&S (all banners), CVS and GNC and Fresh Thyme and Fresh Market.

- New customer opportunities for AG include: Weis, Delhaize Banners (Food Lion/Hannaford), Ingles, Lowes, Food City, and BJ's.

Essential Qualifications

The successful candidate for Senior National Account Manager should have relevant or similar experience in the following areas:

- Home Based preferred locations (Mid Central, East Coast, and Northeast)
- Travel up to 50% (overnights required)
- Reports directly to the Senior Sales Director, North America
- Minimum 7+ years' experience in traditional CPG or Natural Industry
- Undergraduate Degree required, Business-related concentration preferred
- Successful experience and background in the areas of customer negotiation, planning and organizing, strategic thinking, financial acumen and personal leadership.
- Excellent verbal and written and organizational skills is a must.
- Excellent Problem-Solving skills combined with a positive/upbeat winning attitude.
- Multi -Tasking skills and organization is essential – must be able to manage multiple deadlines, shift and change priorities as needed while managing concurrent projects.
- Strong "skill set" in regards to Excel, PowerPoint, and Word, plus good understanding of IRI/Nielsen, other retail/consumer data
- Basic familiarity with other business software platforms such as SAP
- Ability to adapt to changing work and customer demands.
- Ability to interact with customer representatives at all levels and add value to the process
- Ability to leverage insights into a strategic selling story which drives growth.
- Big idea strategic thinker with the problem solving skills, organization detail and analytical chops to champion support for projects, prove effectiveness and show results.
- Communication Skills: Excellent written, oral and presentation skills are required. Strong interpersonal communication skills required to inspire and drive cross-functional alignment and buy-in.
- Self-starter and ability to work independently in a less-structured environment.
- Act with a sense of enthusiasm and urgency – a positive attitude required.
- Ability to work effectively under deadlines, prioritize issues and juggle several assignments simultaneously.
- Entrepreneurial mindset; Exhibits an 'All hands on deck' mentality. Motivated by small, purpose led organizations and demonstrates a strong bias for action and a clear results orientation.
- Hunger and drive to build a business
- Good balance between academic knowledge and 'street savvy'
- Experience with negotiating big wins for both sides
- Humility and desire to employ a 'growth mindset' with the business & the team
- Culturally intentional – cares about creating a positive, collaborative, win-together environment
- Affinity for health & wellness lifestyle with a meaningful interest in supplements & whole food nutrition

The Person

Beyond the above qualifications, candidates must possess the following personal attributes:

- **Organization and Multi-Tasking Skills.** We are obsessively thoughtful, every detail matters. The position has primary responsibility for efficient organization. This person must be effective in working under deadlines, prioritize issues and manage concurrent projects.
- **People Skills.** We are authentic and approachable. An ability to build positive, pleasant, and productive relationships with customers, partners and team members is essential. Like our products, we are honest and real, no added preservatives.
- **Passion to Win.** We are a passionate group of confident people, bold in our actions. The Team is enthusiastic and committed to improving the health and lives of our consumers. This enthusiasm and confidence fuels our competitive advantage. Our energy is contagious...pass it on!
- **Positive, Fun and Optimistic Environment.** We strive to create a hard working, lively environment that is enjoyable and rewarding. Our Team is encouraged to be collaborative and bring their own unique personality and style. We are light hearted, fun and simply inviting...come on in!

Equal Opportunity Employer: Disability/Veteran. We are an equal opportunity and affirmative action employer that does not discriminate and considers all qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status.