

## Job Description

<b>Job Title</b>	Link Up Key Account Manager
<b>Department</b>	URS
<b>Reporting To</b>	Consumer Business Unit Manager

### Objective

The primary role of the consumer key account manager is to manage all Key Account Customers. The candidate will be responsible for delivering all sales and margin activities for a defined customer base supported by the Consumer Business Unit Manager.

### MAIN DUTIES & RESPONSIBILITIES

- Responsible for developing & delivering the Key Account Strategy to ensure we are gaining market share, growing the number of doors and growing our existing business.
- Responsible for presenting & detailing LinkUp Consumer current and new ranges focused on core KPIs; product distribution, stock pressure, planogram and range compliance.
- Focus on own brand and agency distribution in key categories with an emphasis on product and category knowledge to drive sales growth.
- Be accountable for developing new sales leads, managing existing accounts and identifying opportunities for future development.
- Effective sales call planning through advance journey planning and CRM management.
- Work with the Consumer Business Unit Manager and the wider buying team to develop and manage the sales pipeline ensuring full and timely execution.
- Build strong and sustainable internal and external relationships.
- Work closely with the cross functional team to develop and shape the Uniphar Consumer 'one pipe' supply offer.
- Participate and contribute to business development and project initiatives as required.
- Report weekly, monthly and quarterly both formally and informally, to an agreed timetable and format.
- Operate as a team player and positively contribute to achieving growth targets of the consumer business.

### QUALIFICATION, EXPERIENCE & SKILLS REQUIRED

- Sales experience within the retail pharmacy and FMCG sectors.
- Good understanding of retail pharmacy.
- Ability to grow new business and develop existing accounts.
- Excellent communication, presentation and analytical skills resulting in the ability to deliver a clear, concise message.
- Advanced negotiation and selling skills.
- Good time management and planning skills.
- Flexible, innovative approach to work.
- Good team player.
- Target driven – experience in meeting deadlines on daily /weekly / monthly basis and used to working in a busy environment.
- High levels of resilience and tenacity.

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- Highly numerate and highly competent on common applications i.e. Excel, PowerPoint and MS Word.

### COMPETENCIES

- Communicates in a professional manner and effectively manages key account relationships.
- Works well within a team, flexible and willing to share.
- Demonstrate ambition and initiative in their work.
- Open to change in a fast moving industry and to new learning.
- Be results orientated to achievement of the team budget.
- Be supportive of colleagues in a team environment.
- Should adhere to the service values of Uniphar Retail Services.
- Excellent communications skills including verbal, written and presentation.
- Ability to learn new business processes and operationalise training provided on new IT applications.

- ❖ **Interested applicants should apply with CV directly to:**  
[pfinlay@starmedical.ie](mailto:pfinlay@starmedical.ie)