

ROLE PROFILE

Job Title	National Account Executive
Business Unit	ODC BU – WG&S Australia
Function/Region	Commercial / Sales
Location	Sydney
Leader	National Business Manager
People Leadership	N/A
Job Level	4B
Role Purpose Deliver budgeted customer targets, within agreed guidelines, ensuring sustainable growth and profitability for the Company whilst balancing brand equity and value.	
Accountabilities <ul style="list-style-type: none"> • Create and execute account specific development and activation plans, identifying strategic opportunities to deliver revenue growth, in alignment with Channel and Brand Strategies. • Establish and build best in class cross-functional customer relationships, leveraging these to optimise distribution, brand activation, visibility, NSV and Account Contribution for Company within agreed budgets and business guidelines. • Develop, implement, monitor, and adjust individual account / subcategory plans in order to achieve account strategy and profitability targets through sound financial planning, brand strategy implementation, resource management and effective use of systems and processes • Establish positive relationships and joint working practices with the designated customers through effective cross-functional networking • Utilise available customer and market data, to provide performance insight and course correct where necessary • Monitor and review the effectiveness of account plans, adjusting for any new market / trade factors after the agreement with the customer and internal stakeholders • Deliver account specific promotional activity, leading and driving critical negotiations with Key Customers • Optimise ongoing growth and profitability for the Channel by seeking out and identifying new challenges and opportunities to drive against strategic aims 	

Values



BE PROUD

We are proud of our brands, our heritage, and our commitment to superior quality in our products



BE RESPONSIBLE

We expect every individual and their teams to be accountable and to perform to their full potential



BE SUSTAINABLE

We wish to make a positive contribution to our communities and to our environment



BE PROFESSIONAL

We value integrity, transparency, professionalism and constructive debate within a team working culture



BE ENTREPRENEURIAL

We foster a forward thinking and innovative culture that recognises the need for innovative thinking and continuous improvement



THINK LONG TERM

We are proud of our brands, our heritage, and our commitment to superior quality in our products

Core Competencies:

Deciding & Initiating Action

- Makes prompt, clear decisions which may involve tough choices or considered risks
- Takes responsibility for actions, projects and people
- Takes initiative and acts with confidence
- Initiates and generates activity

Planning and Organising

- Sets clearly defined objectives
- Plans activities and projects well in advance and takes account of possible changing circumstances
- Identifies and organises resources needed to accomplish tasks
- Manages time effectively
- Monitors performance against deadlines and milestones

Persuading & Influencing

- Makes a strong personal impression on others
- Gains clear agreement and commitment from others by persuading, convincing and negotiating
- Promotes ideas on behalf of self or others
- Makes effective use of political processes to influence and persuade others

Delivering Results & Meeting Customer Expectations

- Focuses on customer needs and satisfaction
- Sets high standards for quality and quantity
- Monitors and maintains quality and productivity
- Works in a systematic, methodical, and orderly way
- Consistently achieves project goals.

Presenting and Communicating Information

- Speaks clearly and fluently
- Expresses opinions, information, and key points of an argument clearly
- Makes presentations and undertakes public speaking with skill and confidence
- Responds quickly to the needs of an audience and to their reactions and feedback
- Projects credibility

Entrepreneurial and Commercial Thinking

- Keeps up to date with competitor information and market trends
- Identifies business opportunities for the organisation
- Demonstrates financial awareness; controls costs and thinks in terms of profit, loss and added value
- Analysis of data to initiate insights and deliver profitable activations via the right consumer channels

Skills and Qualifications:

- Analytical capability – decision making based on turning data evaluation to actionable insight
- Ability to be adaptable and prioritise effectively
- Problem solving skills and ability to identify sales / product opportunities
- Track record of effective stakeholder engagement and influence
- Resilient and pragmatic with the ability to manage a wide portfolio of accounts / contacts and deliver budget commitments
- Strong relationship management skills with the ability to network across functions and influence internally and externally

Created by:

Kristy Ryan

Date:

Jan 2023

HRBP:

Karen Coyle

Date of last revision:

Feb 2023