

EMPWR creates high quality nutritious and delicious bars.

Our company was founded in 2020 and has experienced remarkable growth ever since. We produce some of the most iconic and leading brands, setting the standard for taste and texture in the market. We're active in The Netherlands, Croatia, USA, Canada and Belgium, with 1300 passionate employees.

As one talented team, we share a passion for high quality nutritious and delicious bars. Acting as entrepreneurs in our professions, we team up with each other on an exciting path to growth. EMPWR prioritizes employee safety and creates a motivating work environment that encourages collaboration and personal growth.

This year, we're expanding even more and transform our operations into state-of-the-art manufacturing facilities. With joined forces, we continue to grow.

Your challenge

Are you ready to take on the challenge of driving growth and building impactful partnerships in the UK retail market? As our Freelance Sales Manager for the UK retail sector, you will play a pivotal role in shaping our commercial success in the UK. You'll establish relationships with high-potential retail prospects. You'll act as the co-pilot for our UK commercial strategy, identifying growth opportunities and aligning customer needs with EMPWR.

Your responsibilities

Business Development & Market Expansion:

- Identify, research, and onboard new high-value retail clients in the UK.
- Conduct thorough market research to drive growth and maintain insights into industry trends, product innovation, and market opportunities.

Deal Negotiation & Revenue Growth:

- Lead negotiations and secure agreements, including pricing and contract terms, to achieve ambitious revenue targets.

Strategic Account Management:

- Develop and sustain strong, trust-based relationships with strategic retail accounts.
- Understand client needs and business goals to align EMPWR's solutions effectively.
- Manage client product portfolios, proactively proposing innovations and monitoring new product development.

Collaboration & Cross-Functional Leadership:

- Collaborate seamlessly with internal teams, including R&D, Supply Chain, and Quality, ensuring customer needs are met with precision and excellence.
- Serve as the critical link between customer demands and internal capabilities.

Forecasting & Reporting:

- Regularly update and maintain accurate sales forecasts and performance reports for your clients.

Customer Satisfaction:

- Exceed client expectations through exceptional service and support, driving retention and long-term loyalty.

Travel Commitment:

- Travel within the UK to meet clients and visit our headquarters in Belgium (30%).

Your profile

We're looking for a dynamic and results-driven professional with a passion for building strong client relationships and delivering growth.

- Bachelor's degree in business or a related field.
- Over 4 years of experience in commercial management, preferably within the food industry.
- Proven track record in retail account management or product management.
- Strong negotiation, communication, and interpersonal skills.
- Analytical mindset with a proactive approach to problem-solving.
- Entrepreneurial spirit, always seeking to refine or innovate processes.
- Solid organizational and time-management capabilities.
- In-depth understanding of the latest nutrition trends.
- Native English proficiency.
- Flexible, adaptable, and open to travel as needed.
- Resilient and ready to tackle challenges head-on.

What we offer

- An autonomous position with a broad range of responsibilities within an internationally strong-growing and dynamic company with an excellent reputation and a strong brand.
- A vibrant and entrepreneurial environment with focus on growth, health, and sustainability.
- Motivating salary package and a number of fringe benefits in line with your added value.

Join us and help shape the future of healthy snacking!

<https://www.empwrnutrition.com/>