

## Key Account Sales Manager

**Company:** *Just In Coffee Group*

**Location:** South West (with regional travel)

**Employment:** Full-time, Permanent

**Working Hours:** 40 hours per week, Monday–Friday (with flexibility for travel, events & client meetings)

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### About Just In Coffee Group

Just In Coffee Group brings together several leading coffee brands serving every part of the UK coffee industry. With a strong focus on sustainability (B Corp Certified), ethical sourcing, and product innovation, we deliver high-quality solutions for trade and consumers across our portfolio of brands: **Small Batch Roasting, Network Coffee, Padstow Coffee, Carbon Neutral Drinks, Headspace Drinks, and Henerz Brew.**

Our commitment to quality, integrity, and environmental impact drives everything we do. As we continue to expand, we're looking for talented individuals who want to grow with us and make a meaningful contribution to a fast-moving, industry-leading organisation.

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### Role Overview

We're seeking a **driven, proactive Key Account Sales Manager** to accelerate our growth by winning, managing, and nurturing trade and wholesale accounts. This is a high-impact role where you will shape the company's future success by expanding our customer base, strengthening relationships, and increasing our brand presence across the South West and beyond.

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### Key Responsibilities

- Identify, target, and secure new trade and wholesale customers (cafés, restaurants, hotels, bars, offices, and independent retailers)
- Manage and grow existing key accounts to ensure exceptional service, retention, and repeat business
- Develop tailored commercial proposals, quotations, and pricing strategies for prospective clients
- Represent our brands at client meetings, tastings, exhibitions, and industry events

- Work collaboratively with production, marketing, and customer service teams to deliver seamless customer experiences
  - Track sales performance, maintain CRM accuracy, and prepare monthly/quarterly reports
  - Contribute to and support wider business growth initiatives
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### What We're Looking For

- Proven B2B sales experience (ideally within coffee, food & beverage, hospitality, or FMCG)
  - Strong relationship-building, negotiation, and closing skills
  - A self-starter with a hunter mentality and a passion for hitting and exceeding commercial targets
  - Confident communicator with polished presentation abilities
  - Highly organised, adaptable, and comfortable in a fast-paced, scaling business
  - Full UK driving licence and willingness to travel across the region
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### Why Join Us?

- **Competitive salary + uncapped commission structure**
- **Full-time stability** with opportunities to take ownership of a growing sales territory
- **Excellent opportunities for career progression** as the group continues to scale (leadership pathways, brand specialisms, national roles)
- **Friendly, collaborative team culture** within a certified B Corp company committed to people and planet
- **Staff discounts** across all brands and early access to new product launches
- **Flexible working** – autonomy to manage your territory, diary, and client visits
- **Training & development opportunities** including product training, industry learning, and professional development support
- Company laptop, phone, and mileage allowance
- Paid holiday entitlement plus company wellbeing initiatives

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**Ready to Join Us?**

If you're passionate about great coffee, motivated by building long-lasting customer relationships, and ready to play a pivotal role in the growth of a dynamic UK coffee group, we'd love to hear from you.