



External Job Advert

National Account Manager- Sales

Location: Mobile/Knowle Spring Brewery Head Office, Keighley

An exciting opportunity to join one of Britain's most respected and award-winning, independent breweries, where tradition, integrity and quality still lead the way.

Why join Timothy Taylor's?

At Timothy Taylor's, we don't just brew beer - we brew legacy. Family-owned and proudly independent since 1858, we've built a reputation for doing things the right way, not the easy way. That commitment extends to our people too.

We're now looking for a **National Account Manager** to help strengthen and grow our presence across key accounts and strategic partnerships. You'll be the face of Timothy Taylor's, building trusted relationships with national pub groups, wholesalers, and key customers, identifying new commercial opportunities, and ensuring our brands continue to be represented to the highest standard across the trade.

Key Responsibilities

- Responsible for developing and executing joint customer business plans and keeping up to date and aligned to customer objectives.
- Accountability for achieving commercial targets and managing sales and marketing budgets for National customers and accurate forecasting of business performance.
- Responsible for working with the TT internal teams to lead tender processes and win new business in line with sales objectives.
- Responsible for driving brand distribution and activity to deliver brand distribution and ROS objectives.
- Support the development of key initiatives that drive brand advocacy such as Perfect Pour etc.
- Responsible for the customer relationship, ensuring a broad range of contact points across the organisation and achieving agreed customer service/satisfaction targets.
- Work closely with the RSM's and regional sales team to execute customer plans.

What makes this role rewarding:

This is a dynamic, relationship-focused role with real variety. You'll have the opportunity to shape and grow key national accounts, build long-term strategic partnerships, and see the direct impact of your work through increased brand presence, commercial growth, and successful customer collaborations across the trade.

Who we are looking for:

We want a self-starter who thrives on building relationships and delivering results. You'll bring:

Essential:

- Minimum of 5 years in commercial sales roles within drinks/hospitality environment.
- Experience working with key National on trade customers.
- Experience of developing Customer JBP's.
- A-level or equivalent education.

Desirable:

- Degree level or equivalent education.
- Experience of influencing a field sales team to execute national plans
- Experience of developing Customer JBP's.

Our culture

At Timothy Taylor's, quality is everything - in our beers, our people and the way we work. We are professional but down-to-earth, structured but friendly. We avoid unnecessary bureaucracy and focus on doing things properly - with integrity, precision and pride.

What we offer

We believe great work deserves great rewards. As part of the Timothy Taylor's team, you'll enjoy a comprehensive benefits package designed to support your wellbeing, work-life balance and long-term development, including:

- Competitive salary dependent on experience
- 25 days holiday, plus bank holidays
- Workplace pension scheme
- Annual bonus scheme
- Private healthcare (with the option to add family members)
- Annual Occupational Health assessments
- Life insurance cover
- Company sick pay scheme
- Family-friendly pay policies to support you through life's key moments
- 'WeCare' - which provides easy access to 24/7 GP consultations, mental health support, get fit programmes and much more.
- Early finish every Friday, to start your weekend off right!
- Staff discount in our managed pubs – enjoy our food and ales on your time off!
- Cycle to Work scheme
- Professional development support
- Branded Timothy Taylor's clothing
- Free on-site parking

Interested?

If you're passionate about great beer and building strong relationships, we'd love to hear from you. For further details and to apply, please contact our recruitment partner: **JS Search & Selection** – jack@jssearch.co.uk