



ACCOUNT MANAGER

At Real Kombucha, we are changing the way people drink. In a market where alcohol consumption is collapsing, and sugar is a genuine killer, there are few genuine alternatives to a sophisticated alcoholic beverage when out on the town, or relaxing at home. At Real Kombucha we believe this is just wrong.

We are a very fast paced, young company, led by a great team of experienced individuals. The Founder is a seasoned consumer entrepreneur, with companies such as bookings.com, Tom Dixon and Clippings.com already under his belt. And he is supported by talented co-founders from Lucozade Ribena Suntory and Havas Media and a very strong group of investors.

But more than anything, the team is passionate about food and drink. After just 18 months, our products are already served in over 50 Michelin starred restaurants around the UK, and are being rolled out across many of the UK's top restaurant chains, pub groups, caterers and event spaces. We really believe we can change consumer consumption habits for good.

Job description

We are building a very strong team of account managers across London and other parts of the UK. Each AM is encouraged to take full ownership for their area/zone and look for creative ways to build points of sale, drive turnover, and raise awareness. This can involve a whole series of different activities including:

- Pitching through sampling to a wide range of different restaurant, bar and hotel accounts in their area
- Building close relationships with these accounts to train, develop and build trust with the entire staff
- Understanding the local area in which they are operating in order to come up with innovative ways to build product recognition. This may mean on-street sampling, workplace sampling, flyering, digital and social communication etc.
- Partnering with other AMs in adjacent areas to run events
- Supporting in trade fairs and consumer events to identify contacts and drive awareness

The account manager is an entrepreneur in their own right. They are encouraged to take ownership, be creative, take risks and collaborate as they need to in order to get results.

Salary: £25-£30K