

Commercial Manager

We have an amazing opportunity to join our Commercial Team as our new Commercial manager. First Milk is a great place to work – that's what our colleagues consistently tell us. Whilst we work hard, we're also a friendly bunch who work as one team sharing challenges and celebrating success together.

We are an ambitious business which continues to grow and develop and is focused on enriching life every day to secure the future. As a co-operative, doing the right thing is at our core, and we work together to leave the world a better place – whether that's our regenerative farming approach, which improves biodiversity and stores carbon in soil, or our commitments to net zero and people development.

This role involves working across all areas of the Commercial remit to manage and maximise existing customer relationships and develop new business - with the overall objective of achieving optimum financial return to maximise returns from our member's milk, through the channels of liquid brokerage, cheese sales and whey Ingredients. Sustaining, and enhancing, collaborative win-win relationships whilst promoting the image and interests of First Milk always is fundamental to this role. Driving Customer Centricity across the business, working closely with all functions, is key.

Some of the highlights of the role include:

- Development of customer relationships which includes maintaining and developing external customer and industry relationships which are of benefit of the business, including the development and management of key partner relationships
- Identifying and delivering commercial opportunities
- Utilising and coordinating effective business relationships within FM, networking cross-functionally in order to ensure FM targets are achieved or exceeded and that our customer needs are met seamlessly
- Supporting our customers/First Milk growth and security, working collaborating to capture value through using the value proposition of First Milk and our members

We are looking for someone who has:

- Approachable, inspiring, enabling and open behaviours - with a strong desire to strive to be better every day
- Experience in Customer account management dealing in FMCG/commodity markets across a broad range and size of businesses
- A proven track record of building effective relationships at all levels of an organisation
- The confidence, decisiveness, resilience and ability to thrive under pressure with effective communication and organisational skills
- The ability to work with own initiative to deliver creative solutions for our customers
- Exceptional logical, accurate, numerate and analytical skills
- Excellent IT system skills - particularly Excel

In return, as well as being part of a great team, we offer a competitive package which includes salary, bonus, holiday, pension, life insurance and private medical insurance.

So if you're looking for a new challenge send us your CV and covering letter to recruitment@firstmilk.co.uk