



We care about the return on your marketing investment.

Accuris is the leading supplier of software and services to help companies measure, manage and maximize the effectiveness and profitability of their marketing programs.

Consultancy to the top 20 FMCG companies is looking for a Customer Marketing Consultant.

Customer Marketing Consultant

London - City

Employer: Accuris
Posted: 2 December 2009

Reference: CCM-UKDEC09

Location: London

Job Function: Category Management
Business Sector: Consulting
Hours: Full Time
Contract: Permanent
Position: Consultant - Customer Marketing
Salary: £35,000 – 40,000 per annum plus **bonus + commission**

At Accuris, you will be in the unique position to sell and deliver innovative customer marketing solutions to many of the industry's most successful companies.

- > Expand and deepen your FMCG customer marketing experience as a result focused Consultant to blue chip companies.
- > Use your development skills to grow the business with our existing clients.

Role description

Responsible for developing our London client base and for implementing our services with key clients like Coca-Cola, Tesco and United Biscuits, you will deliver measurable efficiency gains for Accuris clients, as well as providing support for growing their top line and delivering key insights that strengthen their customer strategy.

Who we are looking for

You have a previous background either at client, consultancy or agency side and will be seeking a new challenge in a growing environment where you can make the difference and where your actions have a very direct impact on results and rewards.

You will bring significant customer marketing experience within an FMCG environment to this role. Clients and prospects will recognise your authority thanks to your ability to convert retail data as well as Accuris performance measures and software tools into bottom line improving recommendations.

In this high profile, client facing role, you will rely on your strategic and analytical skills, as well as your relationship building qualities to achieve your commercial and consulting goals. You

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have acquired very strong numeric and analytical skills in a previous position in customer marketing, category management or management consulting.

Key Responsibilities

- Build relationships with prospective clients
- Create business cases to demonstrate the potential for new clients and Influence senior decision makers
- Create and present proposals and close new deals
- Create and deliver strategic presentations, using financial, marketing and retail data sources to drive bottom line improvement
- Develop and implement client satisfaction and client development plans
- Prepare and conduct regular key client meetings

Why you should apply

This vacancy is a truly once in a while opportunity to achieve solid professional and financial growth, working with the industry's most advanced companies. You can leverage and extend your customer marketing abilities and become the preferred consultant in this field for the most respected companies in the FMCG industry.

You will work from our London office at Tower 42, Old Broad Street, within two minutes walk from Liverpool Street station.

You should apply if:

- You have an impeccable reputation in the area of customer marketing
- You like the variation offered by the two sides of the function: sales and consultancy
- You thrive in a young, international, results focused environment where accountability is a strong company value
- You can work independently and in small teams
- You are motivated by the blue chip Accuris customers you will be responsible for (Coca-Cola, Unilever, Kraft, etc.)

Interested?

Please email your application letter and resume with photo to londonjobs@accuris.com.

Interviews will be scheduled from December 7th onwards until early January.

All CVs and submissions of interest will be kept confidential and will be passed onto our in house recruiter.

NO AGENCIES PLEASE