



## **Key Account Manager (Full Time) Dublin, Ireland.**

### **ABOUT NUTRITICS**

Since Nutritics launched in 2013, we've quickly become a global leader in the provision of accurate and reliable nutrition management software. We provide our software to thousands of forward-thinking businesses in 170 countries around the world in foodservice, food manufacturing, healthcare, education and elite sport. By using Nutritics, today's professionals have the best tools available to help their clients make accurate, relevant and actionable food choices.

### **YOUR MAIN RESPONSIBILITIES**

- Manage enterprise clients' entire journey with Nutritics including on-boarding and training, supplier engagement, development requests and API integrations to roll-out and renewal
- Assist Key Account Management (KAM) team with larger projects, data entry and analysis, report writing and new feature initiation
- Online and site visits for demonstrations and training - international travel will be required from time to time (in line with Government guidelines)
- Ongoing data audits to maintain consistency and accuracy of the Nutritics dataset
- Engaging with suppliers / manufacturers to ensure their product data is included in the Nutritics offering

### **CAREER PROGRESSION OPPORTUNITIES**

- Recognition as a key part of the KAM team that continues to deliver significant growth
- Opportunity to learn from working alongside an experienced management team and market leading clients around the world
- Interaction with senior management of international foodservice, elite sport and healthcare businesses
- Opportunity to establish your own relationships with enterprise clients and nurture them over the course of their subscription to Nutritics

### **THE IDEAL CANDIDATE WILL HAVE**

- A background in nutrition, food manufacturing, operations and / or supply chain management and is familiar with Nutritics
- Third level qualification in nutrition, public health or supply chain management
- Strong interpersonal skills including good communication, time management and prioritisation
- 1 -2 years' experience in a similar role
- A basic understanding of API technology is desirable

- The capability to think commercially and use innovative solutions to answer complex questions
- The ability to work using your own initiative whilst working alongside a team to achieve both personal and team objectives
- Fluent spoken and written English is essential and a second language is desirable
- Proficiency with Microsoft Office
- Full drivers licence and access to a car is desirable

## **MOST IMPORTANTLY**

Being a people-focused Company, it's not just about your account management skills. We are equally interested in you and your ability to be a team player. Nutritics' core values are real – they are driven by our CEO and are strongly held by everyone working here. These values of Career Fulfilment, Honesty and Integrity, No Ego, Customer First, Excellence, Drive and Personal Commitment allow us to retain and develop excellent staff. We want our team to look forward to coming to work every day and this drives our culture and outlook.

## **OUR BENEFITS**

- 24 days annual leave (33 days including Public Holidays)
- Training & Development Programmes
- Sports and Social Club (with optional subsidised local gym membership)

## **WORKING WITH NUTRITICS GIVES YOU**

- An excellent remuneration package
- Unparalleled opportunities to a rewarding & diverse career path
- An experienced technical peer group
- Access to on-going training & development

## **LOCATION & HOURS OF WORK**

Nutritics head office is based in Swords, Dublin where you will be predominantly based, however this role will require international travel on a regular basis. The office is an 8 minute drive from Dublin airport, and is well connected to Dublin City centre by the Swords Express and other bus routes. The candidate will be expected to work at least a 37.5 hour week. We operate a flexi time policy and on occasion early morning and late evening work will be required to service international markets.