

WE NEED YOU

WE'RE LOOKING FOR

REGIONAL RELATIONSHIP MANAGER

LOCATION:
Field based

WORKING HOURS:
37.5 hours over 5 days across Monday – Sunday + 1 weekend in 6 on a rota basis

SALARY/DAY RATE:
Up to £45,000 per annum

OTHER BENEFITS:
15% bonus, company car, life assurance, Rewards portal, discounts, Pension, company sick pay.

CONTACT TYPE:
Permanent

REPORTING IN TO:
Client Service Manager

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SHARK NINJA
REGIONAL RELATIONSHIP MANAGER

WE'RE LOOKING FOR AN IMPACTFUL MANAGER WHO UNDERSTANDS THE POWER OF RELATIONSHIP BUILDING

As our Regional Relationship Manager, you'll be responsible for building relationships across various retailers behalf of SharkNinja and manage a small team of product range focussed Brand Ambassadors, working in retailer stores.

Your primary focus will be to develop strong partner relations across the national retailers , specifically with category teams across the range of Shark and Ninja products, to support increased retailer understanding and education, as well as consumer awareness and engagement to improve store siting and listing that leads to increased market share and sell-out. The ability to foster strong relationships both in and out of category is essential to develop further in-store opportunities and to enhance our presence at key in-store events.

You'll collaborate closely with cross-functional teams and external partners to implement retail initiatives and contribute to the overall success of SharkNinja's retail strategy.

If you're passionate about retail, customer experience, training, increasing brand presence and leading teams to success, this role is your perfect match.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

RELATIONSHIP MANAGEMENT

- Build and maintain effective relationships with external retailers, vendors and partners
- Build relationships to support and drive delivery against targets
- Collaborate with head office functions to ensure a smooth operation
- Build relationships within retailer team to increase brand and product presence across the stores in your region

STRATEGY DEVELOPMENT AND DATA ANALYTICS

- Utilise effective data analytics to be accountable for regional performance
- Review data to understand channel performance, driving portfolio success and contributing to the development of a regional retail strategy
- Showcase ROI based on key metrics, ensuring targets are aligned and communicating the impact

COMPLIANCE AND REPORTING

- Ensure all compliance is completed through the field team
- Provide weekly communication and reporting on commercials and performance.
- Utilise local and national market insights/knowledge to drive best practices and competitive advantage

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BRAND IDENTITY

- Through your team, build a consistent brand experience in stores, formulating a process structure and templates to ensure consistent and efficient execution
- Support and host VIP visits where necessary

LEADERSHIP

- Host regular regional meetings with your team to set vision and plans to gain maximum impact on your area of responsibility
- Lead, mentor, and inspire your team of retail projects professionals, fostering a collaborative and high-performing team culture
- Provide guidance and support to team members, helping them to achieve their professional goals and develop their project skills.
- Drive internal mobility through succession and talent mapping by understanding team capability.

PROJECT MANAGEMENT

- Monitor project progress, identify potential risks, and implement mitigation strategies
- Ensure all teams, across multiple disciplines/specialisms, are aligned and delivering against KPIs
- Continuously monitor mystery shop and recommendation rate for customers, always seeking ways to improve
- Assist product teams in delivering in-store executions for key products to a high brand standard, identifying and resolving issues proactively

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You're adaptable and resilient, and thrive in multi-site, fast paced field-based retail environment
- A keen interest in Shark Ninja, technology and latest products and devices
- You're able to demonstrate previous experience in driving targets and performance in retail
- You're organised with excellent planning skills, with the ability to influence and implement change
- You're experienced in ensuring compliance requirements are met, with a commitment to maintaining brand consistency and standards.
- You're customer-centric, focused on continuous improvement, able to problem solve effectively
- You're driven by results through others, able to align targets with budgets effectively
- You're a strong communicator who excels in building relationships
- You're an experience leader, confident in inspiring and mentoring teams. Able to develop teams for internal succession
- You're commercially aware with the ability to use data-driven insights for ROI
- You have Evidence of performance management
- You're strategically minded for data analysis and retail strategy development.
- You hold a full UK valid driver's licence

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SHARK NINJA
REGIONAL RELATIONSHIP MANAGER

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.



PASSION PEOPLE PROGRESS