



We're Hiring!

UK Account Manager

Robinson is a leading manufacturer of paperboard and rigid plastic packaging solutions, serving major brands across food & drink, personal care, homecare and luxury sectors. With a strong focus on sustainability and innovation, we are continuing to grow and are now seeking an experienced **UK Account Manager** to join our Plastics Division.

This is a key commercial role responsible for managing and developing customer relationships, driving profitable growth and identifying new business opportunities within the UK market.

Come join our international team of industry-leading experts.

The Role

You will be the primary contact for a portfolio of key UK customers, ensuring excellent service, strong engagement and commercial value. Working closely with our Design, Technical, Operations and Quality teams, you will translate customer needs into innovative, commercially viable packaging solutions.

Key responsibilities include:

- Managing and developing key UK accounts to maximise growth, retention and customer satisfaction.
- Acting as a trusted advisor, understanding customer commercial and technical requirements.
- Identifying new business and organic growth opportunities within existing accounts.
- Leading commercial proposals, pricing discussions and contract negotiations.
- Supporting customer projects from concept through to manufacture and delivery.
- Maintaining accurate sales pipelines, forecasting and reporting.
- Monitoring pricing, margin and contract performance to ensure profitability.
- Collaborating with colleagues across the UK and Europe to deliver a "best for Group" approach.

About You

You will be commercially driven, customer-focused and comfortable operating in a fast-paced manufacturing environment. Ideally, you will bring:

- Proven experience in account management or business development within manufacturing or packaging.
- Strong commercial and financial awareness with experience managing pricing and margins.
- Understanding of rigid plastic packaging processes such as IM, ISBM or similar.
- Experience working across functions to deliver customer projects.
- Excellent relationship-building and communication skills.
- Strong technical, organisational and reporting discipline.
- A proactive and solution-orientated mindset.

Why Join Robinson?

In this role you will combine commercial impact with customer partnership and technical collaboration. You will be part of a collaborative, innovative and sustainability-focused organisation, work with well-known customers and exciting brands, with an opportunity to make a real impact in a growing division within a supportive culture.

Further role details are available from our recruitment partner Rachel O'Connell, AV International Solutions LTD, roconnell@avinternationalsolutions.co.uk

ROBINSON



EMPLOYER RECOGNITION SCHEME

SILVER AWARD 2023

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