

An award winning and disruptive company offering a new way to serve wine is expanding to the UK and looking to recruit a **Business Development Manager**. You will implement our client's oenological concept and develop the UK market, identifying, qualifying and selling this revolutionary concept to hotels and restaurants. You will report to the International Sales Director based in France.

Please note that interview with the client will take place early September.

ROLE:

- Identifying clients by conducting a multichannel prospection: cold calling, networking, trade shows, recommendations, inbound marketing, etc
- Booking appointments with decision makers
- Visiting potential clients, demonstrating the product, organising tastings
- Selling the value and the ROI using various means such as brochures, demonstrations, tastings, etc and by linking the benefits of this disruptive solution to the shortfall of this market
- Closing deals and updating CRM
- Working as a team with another newly appointed BDM, and liaising with the UK distributor as well as with different teams in France

PROFILE:

- Previous B2B experience
- Good knowledge of the hotel or/and restaurant industry in the UK, ideally in London.
- Existing network/ portfolio in the hotels or/and restaurants in the UK will be a plus
- Being passionate about wine or having an interest in wine is strongly recommended...
- Strong listening and communication skills
- Proven experience in reaching targets and result-driven
- Ability to work from home and to travel to France regularly
- Being a self-starter, autonomous, having a sense of initiatives are assets for this role
- French is a plus

SALARY & BENEFITS

- Between £30k and £40k basic according to skills and experience + uncapped commission
- 25 days holidays + Bank holidays
- Full training in the product and oenology course will be given