

UK subsidiary of French fine food company is looking for an **experienced Business Development Manager** with the ambition to help them get a bigger market share within the hospitality industry, to lead to the acquisition of new clients and account manage existing ones.

ROLE:

- Identifying target accounts and opportunities
- Researching the best point of contact and making initial contacts and arrange meetings/ presentation
- Establishing and building strong client relationships by delivering outstanding service and support
- Monitoring competitive activity in each account. Formulating and communicating appropriate response strategies
- Networking at high profile events and trade shows to increase the brand exposure and establish contact with potential prospects

PROFILE:

- 5 years b2b sales experience in the food industry, ideally in the gourmet sector.
- Ideally portfolio of existing contacts in the hospitality industry (chefs, 5 star hotels, high end retailers etc...)
- Passionate and knowledgeable about Fine food.
- Strong communication skills. Must be a confident contact maker and not be afraid to pick up the phone and cold call prospects and follow up on leads.
- Excellent presentation, to keep in line with the high-end profile of the brand
- Ability to multitask within the company.
- French language will be a plus

SALARY:

- C£ 40k and £45k/pa
- 25 days holiday + bank holidays, generous pension, Oyster card, phone and laptop