

Successful French luxury food distributor supplying the country's best restaurants, luxury hotels and retailers is looking for their new **Business Development Executive** to increase their market share. Reporting to the head of Sales and marketing, the Business Development Executive establishes relationships with major prospects within the hospitality industry, leading to the acquisition of new, loyal clients.

ROLE:

- Identifying target accounts and opportunities nationwide in a very competitive market.
- Researching the best point of contact, making initial contact, and arranging meeting/presentation.
- Processing orders.
- Establishing and building strong client relationships by delivering outstanding service and support.
- Monitoring competitive activity.
- Formulating and communicating appropriate response strategies in liaison with the head of sales.
- Launching new ranges of products into the existing portfolio of customers.
- Assisting Head of sales with commercial partnerships & events
- Acting as a brand ambassador at networking events and on social media

PROFILE:

- 0 to 2 years b2b sales experience in food industry, ideally within the gourmet sector.
- Passionate and knowledgeable about fine food.
- Portfolio of existing contacts in the hospitality industry is a plus (chefs, 5-star hotels, high end retailers etc.).
- Strong communication skills. Must be a genuine people person and a confident contact maker able to cold call prospects, follow up on leads and to pitch in at all levels,
- Excellent presentation, to keep in line with the high-end profile of the brand, Integrity.
- Ability to multitask within the company, as we are a small team each member is expected to help beyond their own job description.
- French bilingual a plus.
- Ability to commute to our office based in Chessington South.

SALARY AND BENEFITS:

- Between £25k and £35k according to experience + bonus.
- 25 days holidays + bank holidays, Christmas being the busiest time of the year so no holidays can be taken in December.
- Travel Card zone 1-6.
- Full immersion in France to learn all about the company philosophy and visit production sites
- Opportunity to experience some of the most exclusive restaurants and hotels in the country.