

Sustainable and innovative French creator and manufacturer of home fragrance is looking for a **Business Development Manager** to increase their UK market share. You will manage national accounts and will develop independents and smaller chains spread across the UK. As a Business Development Manager, you will be expected to organise your diary and will visit existing and potential clients. The role is remote, and ideally you will be based close to motorway access which will allow you **to travel to clients nationwide**. You will report to the Export management team.

ROLE of the Business Development Manager:

- Prospecting and identifying potential new customers thanks to a newly created database
- Setting up a commercial road map to transform potential clients into active clients targeting independent stores, franchises, small chains, and garden centres
- Building and developing long-term relationship with clients
- Working from home one day a week and 4 days visiting clients
- Account managing and developing existing clients
- Advising and answering questions regarding products and company's service related questions
- Taking part in the training of sales staff based on the shop floor as well as making sure that the merchandising is properly set-up
- Participating in trade shows and following up potential clients
- Writing commercial offers and negotiating deals with the support of the management team
- Undertaking competitive intelligence
- Acting as an interface between customers and internal departments (e.g. aftersales service, accounts, etc) to ensure excellent service and support to clients
- Reporting weekly to HQ

PROFILE:

- Strong communication skills in English and ideally intermediate French
- Previous field sales experience in a B2B environment ideally within FMCG sectors as an Area Sales Manager, Territory Manager, Business Development Manager, Field Sales Manager or Field Sales Executive
- **Previous experience in selling to retail businesses**
- **Must be OK with travelling nationwide**
- Proven relationship building skills
- Target driven
- Familiar with the use of social media as prospecting tools and willing to use social media for marketing purposes
- Ability to follow processes
- Adaptable, team player and self-starter will be assets for the role as well as being curious, willing to learn and creative
- Must have a passport (last interview will be in France) and be willing to go to France for a 3-week training

SALARY:

- Basic up to £50k + bonus based on KPIs + discretionary annual bonus based on company performance
- Company car, Other benefits TBC
- 25 days holidays + Bank holidays

French Resources Ltd – 0845 519 1945 – info@french-resources.co.uk

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