



A thriving French luxury food distributor, renowned for supplying the country's finest restaurants, luxury hotels, and retailers, is seeking a **Business Development Executive** to help grow its presence in the UK. The successful candidate will be responsible for managing existing client accounts and identifying new business opportunities within the hospitality sector. If you are passionate about food and enjoy building lasting relationships with clients, this position offers an exceptional opportunity to be part of a prestigious brand.

Comprehensive training will be provided to ensure you are fully prepared for the role.

Office is based in South of London.

ROLE of the Business Executive:

- Identifying target accounts and new opportunities within the hospitality sector.
- Researching the most effective points of contact, initiating outreach, and arranging meetings or presentations.
- Establishing and nurturing strong client relationships through exceptional service and support.
- Monitoring competitor activity within accounts and developing appropriate response strategies.
- Networking at prominent events and trade shows to enhance brand visibility and connect with potential prospects.

PROFILE:

- First experience in B2B sales in the food industry, ideally within the gourmet sector
- Portfolio of existing contacts in the hospitality industry, such as chefs, five-star hotels, and high-end retailers will be a strong asset
- A genuine passion for and knowledge of fine food.
- Excellent communication skills, with the confidence to initiate contact, make cold calls, and follow up on leads.
- Outstanding presentation skills, maintaining the high-end profile of the brand.
- Integrity and adherence to strong company policies regarding negotiation power and limits.
- Ability to multitask and contribute across various levels within the company, as part of a small, collaborative team.
- A valid driving licence.
- Eligibility to work in the UK.
- French, or Spanish or Italian language skills are an advantage.

SALARY & BENEFITS:

- Basic salary between £30k and £35k pa negotiable according to skills and experience
- 25 days of holiday plus bank holidays, generous pension scheme, Oyster card, phone, and laptop.
- A two-day immersive experience in France to learn about the company's philosophy, products, and production sites.
- Opportunities to visit some of the most exclusive restaurants and hotels in the country.

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