



Business Development Manager

Brand: Bibendum

Job Family: Sales

Report To: Director of Sales

Sub Family: Regional Accounts

Purpose

The key function of this role is to manage and grow a set of key accounts while working as part of a team to deliver a multi-layered approach.

Core Accountabilities

- Manage and grow sales and profitability within key regional groups.
- Deliver an annual sales and margin budget for each group.
- Work with suppliers to deliver additional margin and growth opportunities.
- Re-negotiate contracts alongside the Director of Sales.
- Develop key account plans for each group.
- Develop close cross-function working within the Bibendum business.
- Develop new business opportunities.

Key Relationships

Internal

- Regional sales team
- Customer marketing
- Credit control
- Commercial finance
- Supplier relationship managers
- Buying team
- Fine wine
- Spirit development manager
- Sales operations.

External

- Regional account base
- Trade Team
- Suppliers and agencies
- Trade press.

Experience, Skills and Knowledge

Essential

- Solid and successful experience of selling wine to Trade Customers
- Good wine knowledge
- Superb communicator and presenter
- Logical, organised and self-motivated approach as well as an eye for detail
- Demonstrable understanding of costing calculations and budgets
- Sound computer skills (especially Excel)
- A good general level of education
- Self-sufficient and the ability to work independently yet within company procedures

Preferred

- Experience of managing large groups, £2m plus annual sales.

Qualifications & Education

Essential

- Full UK driving License.
- WSET Advanced Level or equivalent

Preferred

- WEST Diploma level
- Degree education.

Business Specific Requirements

Operating Environment & Context

There is a requirement to be highly self-motivated and organised as this is a home worker role. The role also requires the individual to work under pressure and work to tight deadlines and processes.

Travel & Other Requirements

Some travel abroad on customer and supplier trips as well as travel across the UK.

Our Values

Passion

We tackle challenges and opportunities with passion and enthusiasm. Across the business we have fun whilst we do it.

Agility

We are always flexible to the needs of the business. Our people generate innovative ways of working. In return our leadership embrace new ideas and opportunities.

Team Work

We work as one team to achieve a common goal. We support our customers, our retail Franchisees and each other.

Customer Focus and Excellence

We make a difference by going the extra mile for our customers and each other.