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|  | Bibendum  Director South, South West On - Trade |  | Sales  Regional Accounts |
| **Purpose** | | | |
| This role involves managing a team of Bibendum Regional Account Managers in The South and South West region. | | | |
| **Core Accountabilities** | | | |
| * Manage a team of Regional Account Managers as direct reports. * Ensure all processes are carried out in a timely manner; Expenses, SRG’s, price reviews, margin reports, new business pipeline. * Support the Director for C&C in the achievement of annual budget figures. * Ensure the team in deliver an annual new business target. * Support the team in the management and renegotiation of key accounts. * Deliver an OKR process and develop capabilities for the team. * Help to organise relevant and engaging events across the territory to grow Bibendum’s profile and account base. | | | |
| **Key Relationships** | | | |
| **Internal**   * Regional sales team * Customer marketing * Credit control * Commercial finance * Supplier relationship managers * Buying team * Fine wine * Sales operations. * Operations – Matthew Clark depots   **External**   * Regional account base (achieved through supporting the team of Regional Account Managers in their roles) * Suppliers and agencies | | | |
| **Experience, Skills and Knowledge** | | | |
| **Essential**   * Solid and successful experience of working with On Trade Customers * Good wine knowledge (minimum WSET Advanced Level or equivalent) * Superb communicator and presenter * Logical, organised and self-motivated approach * 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 | | | |

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| **Preferred**   * Experience of managing a team. |
| **Qualifications & Education** |
| **Essential**   * Full UK driving License. * WSET level 3   **Preferred**   * WSET Diploma Level * Degree education * Management qualifications |
| **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 required the individual to have the ability to lead and inspire a team.  **Travel & Other Requirements**  Some travel abroad on customer and supplier trips as well as travel across the UK. |
| **Our Values** |
| * **Respect people and the planet** * **We bring Joy to life** * **Quality is at our core** |