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|  | BibendumDirector South, South West On - Trade |  | SalesRegional 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.
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| **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
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| **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.
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| **Qualifications & Education** |
| **Essential*** Full UK driving License.
* WSET level 3

**Preferred*** WSET Diploma Level
* Degree education
* Management qualifications
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| **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**
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