

**Business Development Manager**

C&C Group plc is a large FMCG company headquartered in Ireland. The Group operates in the alcoholic drinks and soft drinks industries and has a portfolio of industry-leading brands such as Bulmers, Magners, Tennent’s, Tipperary Water and Finches. We have leading category positions in Ireland and the UK and exports to 50 other countries globally.

What’s Involved

* To lead new business development of a prioritised Bulmers & Craft portfolio within the wider IOI portfolio of brands by leveraging off the existing customer base and enhancing via new business wins.
* The Business Development Manager will work to improve the organisation’s market position and achieve financial growth.
* This person builds key customer relationships, identifies business opportunities, negotiates and closes business deals and maintains extensive knowledge of current market conditions.

What you’ll do

* Prospect for potential new clients and turn this into increased business.
* Cold call as appropriate within your geographic area to ensure a robust pipeline of opportunities.
* Meet potential clients by growing, maintaining, and leveraging your network.
* Responsibility for achievement of sales and new business wins in outlet within your geographical region.
* Achieving KPIs across the portfolio of our Brand led business both with current customers and new customers.
* Responsible for transferring orders to relevant wholesale rep, Gleesons or other.
* Manage and maintain successful customer relationships towards high levels of customer advocacy.
* Identify opportunities to increase volume and margin sales for your clients, particularly in line with key events in the geographical region.
* Submit weekly progress reports and ensure data is accurate. Ensure that data is accurately entered and managed within the company’s CRM or other sales management system.
* Track and record activity on accounts and help to close deals to meet these targets.
* Ensure that the company is represented in the best light.
* Present business development training and mentoring to business developers and other internal staff.

What you’ll need

* Excellent commercial acumen and experience of brand portfolio selling. Sales experience in a highly competitive environment.
* Ability to influence, negotiate and build strong working relationships with a friendly disposition and positive outlook.
* Strong sense of urgency to respond to customer needs, and ability to work on own initiative together with plenty of drive and ambition
* Demonstrated drive for results and overachievement across key measurable areas, ability to work on own initiative and proactively effect change to improve area performance.
* Excellent communication skills and an ability to plan organize and manage time effectively.
* Selling and negotiation skills.
* Strong IT and numerical skills.
* Full and clean driving license.
* There will be a requirement to spend time in trade on a regular basis.

  Sound interesting?

Send us a CV that demonstrates your skills, and we’ll come back to you ASAP!

C&C Group (and inclusive companies) do not accept unsolicited CV’s from recruiters or employment agencies in response to any of our roles – we will not consider or agree to payment of any referral compensation or recruiter fee relating to unsolicited CVs including those submitted to hiring managers. C&C Group explicitly reserves the right to hire those candidate(s) without any financial obligation to the recruiter or agency.