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SUPPLIERS OF FROZEN FOODS AND ICE-CREAM
TO THE CATERING AND RETAIL TRADE

Job Description:

Business Development Manager

We are excited to announce an opening for the position of Business Development Manager in our rapidly growing Wholesale Industry. We are seeking a motivated and experienced professional to join our dynamic team and contribute to our growth and success.

Position: Business Development Manager

Location: London and Home Counties

Type: Permanent – Monday to Friday

Salary: £35k OTE

Key Responsibilities:

- Identify and pursue new business opportunities to expand our client base.
- Develop and maintain relationships with key stakeholders and partners.
- Conduct market research to identify trends and opportunities for growth.
- Prepare and deliver compelling proposals.
- Collaborate with cross-functional teams to ensure seamless execution of projects and services.
- Track and report on sales performance and market developments.

Qualifications:

- A minimum of 2 years of experience in business development, sales, or a related field.
- Proven track record of meeting or exceeding sales targets.
- Strong communication and negotiation skills.
- Ability to work independently and as part of a team.
- An understanding of the retail, wholesale and leisure market is preferred.

What We Offer:

- Competitive salary and performance-based bonuses.
- Opportunities for professional growth and development.
- A collaborative and inclusive work environment.
- Company Car
- Company Pension
- Company I-Phone
- Company I-Pad
- Petrol Card
- 28 days annual holiday
- Free on-site parking
- Corporate events

If you are passionate about driving business growth and have the experience we are looking for, we would love to hear from you. Please send your resume and a cover letter outlining your qualifications. We look forward to your application!

Benefits:

- Company pension
- Employee discount
- Free parking