

Business Development Manager

Donald Russell is a quality food business with a heritage in butchery based in Inverurie, Aberdeenshire. With three key revenue streams to our business, we have been supplying our award winning produce to hotel and restaurants groups in the UK since 1974 including Malmaison, Hotel Du Vin, 63rd and 1st, La Relais de Venise and The Goring to name a few. Our trade export function exports to markets around the world including Europe, and Asia, and we have been selling direct to consumers via our website and contact centre for almost 30 years.

We are planning to grow our UK Trade team selling to hotels and restaurants. To help us achieve this business growth we are looking for an additional 4 high energy, ambitious sales people, who are passionate about meat and ready to drive growth in the dynamic hospitality industry. Working from home we are hiring in the following regions:

- Scotland: covering the Central Belt in Scotland and NE England
- Northern England: M62 corridor covering Leeds, York, Harrogate, Manchester, Liverpool, Chester
- Middle England – Birmingham, Sheffield, Nottingham, Leicester.
- Home Counties

There has never been as better time to join Team Donald Russell as 2024 sees us celebrate 50 years and we expedite our journey of digital transformation and investment in our business to set us up or another 50 years.

The environment is fast paced and commercially driven, where you are empowered and where agility, curiosity and entrepreneurialism thrive.

About the role:

Reporting to the Head of UK Sales, each Business Development Manager will deliver business growth, identifying and securing new customers, understanding our customers' needs to add value to them.

Responsibilities include:

- Development of new business, actively pursuing new sales opportunities, developing a client base and following up leads to deliver business targets.
- Responsibility for maximising all sales opportunities with existing client base, continue to provide excellent service and support, to build strong relationships and open doors to more (and bigger) sales.
- Regular contact and visits with clients, advising on forthcoming product developments, presenting new products, sending relevant information such as brochures, discussing special promotions, negotiating terms and concluding sales.
- Working with the wider sales team on a weekly and monthly basis to share information and plan telephone calling and customer visit schedules.
- Participation in planning strategies, approaches and pitches- working with the wider sales team and relevant functions to share ideas and develop proposals that meet the client's needs, concerns, and objectives.
- Participation in regular reporting and budgeting, effectively pricing the product range and service, understanding marketplace factors, selling at the agreed minimum overall client net margin and attaining all margin targets.

- Develop excellent product knowledge and ensure regular cross training with NPD, Production, Technical, Marketing & Admin to ensure good knowledge of new products and innovations.
- Communicate credibly, internally and externally, representing the brand at demonstrations, meetings and trade events, attaining new potential clients by growing, maintaining, and leveraging your network of contacts.

About you:

You will play a pivotal role in identifying opportunities, building partnerships, and driving revenue growth within your designated region.

Must have:

- An impressive track record of sales success in a similar role.
- Experience in winning new business and developing meaningful B2B relationships.
- Budgeting and costing experience.
- Meat or catering industry knowledge
- Excellent commercial knowledge and skills.
- First class communication skills to enable the development of exceptional customer and team working relationships.
- A passion for selling and negotiating, be confident, outgoing, personable and engaging with the ability to influence and persuade.
- Strong organisational skills – the ability to manage time and priorities well.
- Microsoft Office knowledge and skills.
- Full Clean UK Driving Licence as this role involves travel to customers and Donald Russell offices in the UK.

All successful applicants will have to undertake ID checks and a Criminal Record Check as this role involves managing financial transactions with our customers.

Working for Donald Russell:

- Competitive salary
- 37.5 hour working week, typically 9-5pm with 30 min lunch.
- 31 days holidays including Bank Holidays, increasing by 1 day / year to 35
- Generous staff discount
- Volunteering day
- Company pension
- Employee wellbeing service

To apply for this position, please send your CV quoting 'Sales Advisors' to hr@donaldrussell.co.uk or by post to Donald Russell, Harlaw Road, Inverurie, Aberdeenshire, AB51 4FR. Please note the closing date for applications is Sunday 26th May 2024.