**Job Description**

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| **Job Title:** Business Development Manager  **Reporting To:**Commercial Director  **Job Purpose:**Responsible for identifying and creating opportunities for company growth, primarily through our brands, concentrated in Great Britain with a longer-term potential of investigating European and Far East markets. The role will also involve the management and development of the Pet Trade sector and specific Retail customers. |
| **Main Responsibilities:**   * Research and identify new business opportunities for development, including but not restricted to: new customers, new markets, new routes to market, new products, competitor activities, trends. * Develop and build business partnerships which will result in long-term profitable contracts. * Manage agreed existing customer accounts to strengthen performance and improve profitability, namely customers in the Pet Trade sector, Co-Op, Nisa, Booths, Ocado/Fetch, Amazon. * Actively manage customer accounts through relationship management, range management, promotion & pricing strategy and market data. * Track and forecast individual customer key performance metrics communicating internally and externally. * Manage and report a monthly business report to senior management: i.e. commercial performance, credit control, information to assist operational planning, potential new client update. * Work collaboratively with the sales team to establish Mackle Petfoods as a major supplier of plastic trays with specific focus on Naturo. * Gain an awareness of cross functional departments within the business to build product and processing knowledge. * Build a strong, in-depth foundation of knowledge for all company brands / products. * As a key interface, work with personnel in other areas of the business to deliver customer requirements: i.e. technical, production, distribution, product development. * Externally promote the company by reflecting the existing positive culture of quality and customer service. * Contribute to promoting a culture of growth and change throughout the business. * Attendance at trade exhibitions to develop business. * Other duties, within reason, as and when required. |

**PERSON SPECIFICATION**

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| **Job Title: Business Development Manager**   |  |  |  | | --- | --- | --- | | ***Criteria*** | ***Essential*** | ***Desirable*** | | **Qualifications/**  **Attainments** |  | * Qualified to diploma/ degree level in a Business discipline | | **Relevant Knowledge and Experience** | * Experience in Sales Management with a strong track record of developing relationships * Experience working with a varied customer base including grocery retailers, symbol groups and distributors/wholesalers * Acute commercial operator with an eye for opportunistic and sustainable growth revenue streams * Knowledge of the principles of effective sales techniques | * Experience in the pet food industry * Experience in FMCG industry | | **Skills and Competencies** | * Excellent interpersonal skills * Excellent verbal, written & listening communication skills, including strong presentation, negotiation and influencing abilities * Evidence of the ability to prioritise and meet deadlines, with strong organisational and time management skills * Evidence of reliability and the ability to successfully achieve results while working independently and on own initiative * Evidence of the ability to work within a team * Evidence of excellent attention to detail * Evidence of proactivity * Proven strong numeric skills and enjoy working with figures * Proficient in the use of word processing, spreadsheet, database and presentation software, email and the internet |  | | Circumstances | * Able to work flexibly as required to ensure business needs are met * Valid full driving licence * Able to travel as required * Valid passport | * Cat or dog owner, or personal knowledge of household pets |   **Salary:** Not Disclosed  **Hours of work:**  Monday to Friday, 9am to 5pm. Additional hours may be required to meet deadlines.  **Closing Date**: Friday 28th August  Please send CVs to [recruitment@macklepetfoods.com](mailto:recruitment@macklepetfoods.com) |
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