**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.
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**PERSON SPECIFICATION**

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| **Job Title: Business Development Manager**

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| ***Criteria*** | ***Essential*** | ***Desirable*** |
| **Qualifications/****Attainments** |  | * Qualified to diploma/ degree level in a Business discipline
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| **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
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| **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
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| 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
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**Salary:** Not Disclosed**Hours of work:** Monday to Friday, 9am to 5pm. Additional hours may be required to meet deadlines.**Closing Date**: Friday 28th AugustPlease send CVs to recruitment@macklepetfoods.com  |
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