

BUSINESS DEVELOPMENT MANAGER – South Coast

**Do you have proven FIELD SALES experience?
Are you looking for a new challenge to make your mark in the foodservice sector?
If yes, then this could be the opportunity you have been waiting for...**

Charles Saunders Ltd are currently seeking a Full Time, Business Development Manager to develop and manage a portfolio of accounts in Southampton, Bournemouth, Poole and surrounding areas. This role provides an excellent opportunity for foodservice candidates seeking to further their career with an industry brand leader.

ABOUT THE COMPANY

Charles Saunders Ltd is one of the longest established food service companies in the South West. We are able to provide a one stop solution supplying a full range of frozen, chilled and ambient foods, fresh and frozen seafood, together with an extensive range of tableware and disposable products. Our ability to fully meet the requirements for comprehensive menu planning is second to none as is our reputation for combining quality produce with excellent levels of service. By combining a family based service ethos with our fantastic branded and non-branded ranges our name is recognised for quality across the foodservice sector.

THE ROLE

The successful Business Development Manager will be responsible for their own accounts within a designated territory, selling and promoting our broad range of food and disposable products to the foodservice industry. They will be heavily involved in up-selling within our established clients along with a strong focus on developing new business.

The account base will consist mainly of restaurants, hotels and pubs although there will also be a strong amount of public sector based accounts such as schools and hospitals.

The role is of a consultative nature due to the comprehensive range available to the client, candidates will be expected to be able to communicate with a wide range of decision makers ranging from Chefs through to Catering Managers and Purchasing teams.

THE APPLICANT

We are ideally seeking to speak to proven sales professionals with experience of selling into the foodservice and catering sector.

The successful applicant must;

- have a Full, UK, Driving licence
- be able to demonstrate a proven track record in field sales
be a 'hunter' with strong business development skills and the drive and motivation to achieve new business
- have the ability to maximise selling opportunities through customer needs analysis, with the resilience to keep going.
- be able to interpret and act on data to achieve customer solutions.
- have a grasp of profit management, negotiating skills and ability to organise and self-motivate.
- be an excellent communicator with the ability to comfortably liaise with people at different levels
- be IT Literate and have experience of completing sales reports
- have the ability to drive fast turnaround

Salary:	DOE
Location:	South Coast
Additional Benefits:	<p>Additional Benefits include;</p> <ul style="list-style-type: none"> • Company car • Company phone and ipad • Life Assurance • Income Protection • Access to employee benefits portal • Access to Employee Health Assured Program • Cyclescheme • Up to 25 days holiday + Public Holidays dependent on length of service.
Hours:	Monday – Friday, the successful applicant would be expected to have a flexible approach to working hours.
Reporting To:	<ul style="list-style-type: none"> • Commercial Sales Manager

Charles Saunders Ltd is an equal opportunity employer, dedicated to a policy of non discrimination in employment on any basis.

Only successful applicants will receive a response.

No agencies please.