

## Area Sales Manager-Coffee

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Company: Midas Selection (Midlands) Ltd

Location: northern ireland

Category: sales-and-related

### Area Sales Manager – Coffee

Location – Belfast, Lisburn, Ballymena, Bangor.

Package - £35,000 - £40,000 – OTE £15,000 - £20,000, Company Car or Car Allowance, Laptop, Phone, Pension, Annual Leave.

### The Company

We are a leading coffee equipment and consumables wholesaler for the hospitality industry.

Established as a leading provider of coffee equipment and consumables for the hospitality industry and with a strong reputation across the UK and wider Europe.

Our equipment and consumable range are varied and can be found in many established across the HoReCa sector.

Due to a highly successful 2023, we are looking to add to our commercial team with this role.

### The Role

You will be working in our HoReCa division, selling our complete coffee solutions, developing relationships with all manner of end users in the HoReCa division.

The role will involve new business and account management of the areas existing client base, as well as targeting growth in this area of established accounts you will be expected to target and win new business within the patch.

### The Person

We are seeking to speak to candidates with a passion for Foodservice, combined with experience in sales to the sector via distribution.

\* Candidates with a background in Coffee equipment or coffee consumables into the foodservice sector will be of strong interest.

\* Candidates must have experience of working for a coffee machine manufacturers or coffee roasters or wholesalers selling into the HoReCa.

\* Candidates must enjoy travel, have strong IT skills, and have a relationship led approach to distribution management.

This role offers a strong salary package combined with an excellent commission scheme for the successful individual

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