

Business Development Manager

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Company: BaxterStorey

Location: United Kingdom

Category: other-general

Company Description

Business Development Manager

Competitive Salary + Highly Competitive Commission

To achieve sales targets gaining business within the geographical boundaries from London to the North East and North West along with national contracts to deliver target levels of growth and gross profit from the desired business profile.

Are you a business development professional keen to operate in a buoyant food service market?

Here at BaxterStorey we are currently on the lookout for a Business Development Manager to generate new business bids to drive sales across the growing food service sector.

The role will be remote based with lots of travel required from our main office through to Leeds, Manchester, Durham and London.

For almost 20 years, for every client, in every location, whether that's an office, stadium, cathedral or university, we have created beautiful spaces, exciting menus and friendly teams, so that each and every customer, and guest can have the hospitality experience they deserve.

We can't do this alone; we need the brightest and the best to join us to make this all possible. We will support you to create your hospitality legacy, and build a career that you are proud of.

Our drive and belief in our people, means that we always strive to supercharge our team's careers. 'Better' is a daily habit that sits deep within our DNA, meaning learning will be front

and centre of your experience working with us.

This is a fantastic opportunity for an inspirational and enthusiastic Business Development Manager to make a name for themselves within the food service industry.

Come be a part of the food revolution!

Job Description

As a **Business Development Manager** you will be pivotal to our growth strategy, think strategically have a profound understanding of the foodservice landscape and be capable of crafting tailored solutions that surpass client expectations.

Champion the pursuit of new business opportunities within the foodservice sector. Develop and execute strategies to expand our client base and make inroads into untapped markets.

Forge strong and lasting relationships with key decision-makers. Grasp their unique needs, challenges, and objectives to collaboratively design customized catering solutions.

Construct presentations that effectively showcase our catering capabilities and distinctive value proposition. Communicate how our services align with client requirements and enhance their dining experiences.

Undertake comprehensive market research to identify emerging trends, competitors' activities, and evolving client preferences. Utilize insights to refine and enrich our catering offerings.

Lead negotiations with prospective clients, ensuring agreements align with company goals and standards. Skillfully navigate contract discussions and ensure seamless contract execution.

Work closely with culinary, operations, and financial teams to ensure successful implementation and delivery of catering services. Foster a robust interdepartmental network for streamlined project execution.

Represent BaxterStorey at industry events, trade shows, and networking forums. Cultivate a strong professional network within the contract catering and related sectors.

Stay current with industry trends, regulatory shifts, and market dynamics. Anticipate client needs and adapt business strategies accordingly.

Qualifications

Strong sales background

Demonstrate your sales career within the hospitality sector

Experience working within **Food service/hospitality** is essential

Proven experience of managing an end-to-end sales process and a proven track record of exceeding sales targets.

Ability to close both local and national bids.

Strong organisational skills.

Able to communicate clearly and confidently both verbally and written at all levels.

Keen to make your mark in the sector by being at the heart of a regional team and leading sales opportunities.

Excellent customer focused manner.

Committed to delivering service excellence.

Ability to manage time effectively.

Additional Information

25 Days holiday plus bank holidays

Your birthday off as additional paid leave!

BUPA private medical cover

Company car or car allowance

3 volunteering days

3 days grandparent leave

24 weeks enhanced maternity leave

Secondary career leave

Wedding/commitment day leave

Free meals on shift

Bespoke training and development opportunities

Apprenticeships opportunities for all experience levels

Pension and life insurance

Discounts available on our HAPI app; high street shops, holidays & cinema

Wellbeing hub

Access to employee assistance programme

Cycle to work scheme

We want to fuel your individuality, which is why we are deeply committed to creating an inclusive working culture at BaxterStorey.

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