

Business Development Manager

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Company: WHYTEMATTER

Location: United Kingdom

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Business Development Manager

Whytematter are excited to be recruiting for an experienced Business Development Manager for their client who are within the Haircare/ Beauty industry. This is an amazing opportunity for someone with the drive and determination within a sales environment to join an ever growing company.

Are you a driven and experienced professional looking to take on a senior role in a dynamic and innovative business? We are seeking a Senior Business Development Manager to join our team and play a crucial role in identifying opportunities to implement new sales channels and foster growth in the hair and beauty sector. If you have a proven track record in business development, experience in the hair and beauty sector, and a knack for executing acquisitions and trade shows, we want to hear from you.

Key Responsibilities:

- Identify Sales Opportunities: Continuously assess the market and competition to identify new sales channels and opportunities for business growth.
- Hair and Beauty Expertise: Previous experience in the hair and beauty sector is a significant advantage, allowing you to better understand market trends and customer needs.
- Acquisition Execution: Develop and maintain relationships with large high street retailers and distributors, ensuring the successful execution of acquisitions to expand our product reach.
- Trade Show Management: Plan and execute trade shows and exhibitions to effectively promote our new and existing products, establishing a strong brand presence in the

industry.

- **Market Gap Analysis:** Utilize your market knowledge to identify gaps and unmet needs in the market, which can be translated into new product development opportunities.
- **Support Stockists and Distributors:** Provide ongoing support and product knowledge to our new and existing stockists and distributors, ensuring they are well-equipped to represent our brand.

Requirements:

To excel in this role, you should possess the following qualifications and skills:

- Previous experience in a similar business development role.
- Experience in the hair and beauty sector is highly advantageous.
- Proven ability to execute acquisitions with large high street retailers and distributors.
- Strong planning and execution skills for trade shows and exhibitions.
- Innovative thinking and the ability to identify market gaps for new product development.
- Exceptional communication and relationship-building skills.
- Self-motivated, proactive, and results-oriented.

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