

UK Sales Manager

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Company: Mackinnon Bruce International

Location: London Area

Category: other-general

Area Export Sales Manager Industry Food and Beverage Description Who we are We are a dynamic recruitment and executive search agency that has evolved since our first establishment in 2012. We work with several high-profile clients, startups, and SME's globally to help them source and retain top-tier talent. The client Our client is a French-based, highly successful producer of confectionery moulds, shaped chocolates, ingredients, decorations, colourings, and garnishes for desserts, baked goods, and gelato, with applications into the high-end food service industry. Location: Remote (Based in London-area) The Role My client is looking for an Area Export Sales Manager to manage and build upon their extensive existing accounts in the UK & Ireland. Holding accounts with some of the largest high-end UK firms in the catering industry, the ideal individual will be comfortable maintaining relationships and negotiating to retain their existing accounts, as well as using their contacts and industry expertise to hunt for new accounts. Requirements/Qualifications: 5+ years of experience in sales, ideally within food and beverage, food services, or distribution. Strong knowledge of the food industry, in particular managing and building relationships with HoReCa clients in the premium food service industry. Ability to travel to meet with clients, customers, and distributors. Conversational proficiency in the French language would be desirable, but not necessary. Responsibilities: Oversee and cultivate the area's commercial activities. Identify targets and collaborate with management and business development to determine necessary resources. Efficiently utilize existing and forthcoming tools such as the Growth Project and Visit Report. Cultivate and enhance direct or indirect relationships with: Foodservice operators including hotels, caterers, bakers/pastry chefs/chocolatiers, and restaurants, both

directly and indirectly through distributors. Key accounts such as manufacturers, supermarket laboratories, and chains, directly or indirectly through distributors. Distributors and their sales teams.

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