

**Business Development Manager, London**  
**Full time permanent position**

**Main purpose**

To win and grow business within the premium grouped account sector in London and the South-East region.

To achieve personal budgets each year and to significantly contribute to company growth targets.

New business generation will remain at the core of the role. A gross contribution target will be agreed each year and will form part of your KPIS. Whilst you will maintain a base of accounts that you have won, you will be expected to farm out an element each year to ensure that you have the space and capacity to target and develop new business, ongoing.

As part of the Business Development Team, you will be expected to work independently in the preparation of new business tenders that reflect the values and quality of Hallgarten wines and our producers.

New businesses targets must be agreed with your line manager and take account of the prospects being targeted by both the London and National Accounts teams. These should be recorded and managed within the Pipedrive prospect management tool.

You will be expected to be an exemplar across the wider business of our quest to successfully develop the sales of premium wines.

**About Hallgarten & Novum Wines**

Hallgarten are one of the UK's leading wine specialists, working with some of the UK's top on and off trade businesses. Our award-winning portfolio has circa 1200 wines from every corner of the wine making world and is at the core of our success. Not only are we celebrating our 90<sup>th</sup> year in 2023, but we are proud to have been awarded the prestigious IWC 'On trade Wine Supplier of the Year', Drinks Business 'Drinks Company of the Year' and IWSC 'Wine Distributor of the Year'.

**Key Responsibilities:**

- To manage and develop significant and prestigious London accounts at the required turnover and profit levels.
- To seek and exploit new business opportunities and win significant new On Trade business.
- To establish a list of key prospects to target using the Pipedrive management tool.
- To prepare major business tenders working with the advice of the Business Development Team and Finance Director ensuring profitable business.
- Work closely with the London Sales Director and Sales Managers to deliver the growth aspirations of the L&SE Region ensuring good communication across the team at all times.
- To attend London team meetings to report on progress, ensuring transparency and clarity.
- Work with all department heads to deliver superb customer service and excellence for our customers.
- Maintain regular and transparent communication with senior management and take an active part supporting the Business Development and London teams.

- Conduct relevant trade tasting activity and brand presentations, especially to support our Key UK Agency partners.
- To maintain a live portfolio and prospect database on Pipedrive and communicate clearly with the Regional sales team on these target accounts, to ensure transparency.
- To create and maintain customer sales plans for each year.
- To develop a meeting/contact plan that ensures regular contact with all accounts with the aim of developing close working relationships with all key buyers.
- To embrace management and coaching, responsibilities when appropriate, helping to develop junior team members.
- To help drive the passion for wine within Hallgarten and support our key producers.

### **Requirements:**

Passion for wine and an ability to communicate clearly and simply.

Self-motivated and a team player.

Champion of Hallgarten values and of our Key Suppliers.

Committed to continuous development of self and other team members.

Customer focussed approach to business.

Excellent inter-personal skills – good listener; able to adapt communication style as appropriate.

Negotiating skills – ability to influence senior personnel within customer organisations as well as internal stakeholders

Sound financial awareness – ability to set budgets/make detailed forecasts and monitor/report progress against same

High attention to detail and excellent personal organisation.

Proven track record of sales growth and premium business development

Experience of selling to high end London On-Trade and caterers

Excellent communication skills

Computer literate, with good analytical skills.

Ideally a clean driving licence

WSET qualified to diploma level or willing and able to attain that level.

### **Benefits:**

- Competitive salary with personal and company performance related bonus
- Comprehensive training and support in product knowledge and sales techniques.
- Opportunities for career advancement within a dynamic and growing company.
- Access to a diverse portfolio of world-class wines.
- Health and wellness benefits.

Our 5 values are Partnership, Positivity, Passion, Pride and Progression; you will find a collaborative, supportive friendly team at Hallgarten Wines which gives you the platform to succeed and grow.

We are an equal opportunity employer and are committed to equality of opportunity for our current and future employees irrespective of their gender, age, race, disability, marital status, religion or belief, or sexual orientation. We believe that the wide range of perspectives that result from diversity promotes innovation and business success. If you need reasonable adjustments at any point in the recruitment process, please let us know and in your application, please feel free to note which pronouns you use.

Closing date for applications is **21<sup>st</sup> November 2023**, but we reserve the right to close earlier should we find the successful candidate. Please send an up-to-date CV a cover letter outlining your relevant experience and qualifications to [hr@hnwines.co.uk](mailto:hr@hnwines.co.uk)