

**Business Development Manager
Independent Off Trade, London and Southern England.**

About Hallgarten & Novum Wines

Hallgarten is one of the UK's leading wine specialists, working with many of the UK's top On and Off Trade businesses. Our award-winning portfolio has circa 1,500 wines from every corner of the wine-making world and is at the core of our success. We are proud to have been awarded the prestigious IWC 'On Trade Wine Supplier of the Year 2023', IWSC 'Wine Distributor of the Year 2023', and most recently the Sommelier Wine Awards 'Large Merchant of the Year 2024'. We are also Sliver accredited Investors in People and proudly part of Coterie Holdings.

Key Aims and Responsibilities:

The objective of the role is to develop Business in the regional off Trade channel. This will be achieved through a balance of direct account Management and traditional Business development, working closely with our Regional Account Team who manage both on and off trade accounts. The role reports to the Business Development Director – Regional off trade with multiple links throughout the regional account management team.

- Develop and maintain strong relationships with premium existing and potential clients within the region/ client base.
- Act as a brand ambassador for our portfolio of wines, providing expertise and education on our products.
- Drive sales and revenue growth by identifying opportunities, closing deals, and achieving/exceeding sales targets.
- Collaborate with the sales team and management to develop and implement sales and marketing strategies.
- Provide exceptional customer service by addressing client inquiries, resolving issues, and ensuring customer satisfaction.
- Understand and deliver customer requirements
- Analysis of sales data from PowerBi and supporting systems to drive results
- Stay updated on industry trends, market developments, and competitors to make informed business decisions.
- Prepare and present reports on sales performance, market trends, and client feedback.

Requirements:

- Off trade premium Wines sales experience is essential, the successful candidate will be required to source and secure new business within the off trade.
- A passion for wine and a desire to build/further your career in the wine industry.
- A good knowledge of wine, ideally WSET 3 or equivalent level.
- Easy access to Central London and the South East of England
- Strong communication and interpersonal skills.
- Targeted and proven data and relationship driven sales approach is required
- PowerBi competence is desirable
- Self-motivated, results-oriented, and a willingness to learn.
- Excellent organizational and time management abilities.
- Valid driver's license and willingness to travel within the region.

Benefits:

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

If you have a passion for wine, a customer-centric mindset and have proven wine sales experience in the off trade you are invited to apply. Join us in our commitment to delivering exceptional wines and building lasting relationships with our customers. We are looking to recruit for these positions to start in 2025, with the first recruits ideally based in the South East with easy access to London. We will spread our reach to drive results across London and the South of England.

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 **Friday 22nd November**, but we reserve the right to close earlier should we find the successful candidate. Please send an up-to-date CV to hr@hwnwines.co.uk