



RM Curtis & Co Ltd – Business Development Manager

Role:	Business Development Manager (National)
Location:	Field Based, reporting into Halstead office
Salary:	££ Competitive
Benefits:	Laptop, mobile, bonus, company car or car allowance, fuel card

RM Curtis & Co Ltd is a rapidly expanding food company focused on delivering the highest quality of products and service to our growing customer base. Specialists in dried fruits, nuts and seeds we have experienced significant double-digit growth in the past decade, supplying key customers in the retail, wholesale and manufacturing sectors of the UK food industry.

We have been importing products into the UK for over 160 years. We have made significant investment in our manufacturing facilities, giving us the capability to provide the highest quality packed products.

As a result of our continuing growth we are looking for bright, articulate, charismatic and ambitious **Business Development Managers** (National) who are interested in joining our successful and highly driven team

The Role

You will be commercially astute and entrepreneurial with a genuine desire to succeed, able to work closely with customers sales teams and end users. You will have the ability to build strong account relationships by sourcing and converting new revenue opportunities to drive presence and distribution of our brands and products. A confident communicator, numerate with strong attention to detail you will be able to work effectively with Brand Managers and National Account Managers to increase availability.

You will be responsible for

- Managing some existing accounts and identifying new business opportunities within the Wholesale and Foodservice channels.
- Developing relationships with new and existing end users and providing support to customers internal sales teams
- Providing an overall day to day customer service where required to support the wider sales team
- Maximising brand awareness and communicating new product opportunities across the company's portfolio of products to grow sales.
- Representing the company at trade shows and presentations when required





You will have

- Experience working with any or all of the following
 - Cash and Carry/Wholesalers,
 - Foodservice
 - Healthcare
 - Travel & leisure
 - HORECA
 - Education or any of the relevant foodservice channels within the private and public sector.
- Capability to understand and process customer sales data with a good understanding of how to use PowerPoint and Excel.
- A positive and tenacious attitude that delivers a quick response to customer queries
- Very strong relationship building skills and pride yourself in your ability to deliver excellent customer service
- Experience in managing a number of products across various categories
- The ability to work on your own initiative and effectively manage your own workload and journey plan
- You will have held a full UK (or European) driving licence for a minimum of 12 months

The role will be mainly field based, reporting into our Halstead office.

Please send us your current CV along with a covering letter outlining your existing package details and salary expectations to hr@rmcurtis.co.uk

***** STRICTLY - NO AGENCIES PLEASE *****

Please note that if you have not heard back from us within two weeks of submitting your application, you have been unsuccessful on this occasion.

