



<b>Job Title:</b>	Business Development Manager	<b>Department:</b>	Sales – Scotland On Trade
<b>Location:</b>	Home / Field Based Glasgow	<b>Position Type:</b>	Full Time
<b>Level/Salary Range:</b>		<b>Reports To:</b>	Head of On Trade
<b>JOB DESCRIPTION</b>			
<b>Role Overview</b>			
Responsible for building sales & distribution across all areas of the on trade, working closely with our exclusive distribution partner, the C&C Group.			
<b>Key Tasks</b>			
<ul style="list-style-type: none"> <li>• Develop relationships with key members of the C&amp;C team to unlock opportunities for increased distribution focusing on our core portfolio of brands.</li> <li>• Deliver against budgets set by the business as part of the overall on trade budget</li> <li>• Build proposals with key customers and C&amp;C team members to deliver your business objectives</li> <li>• Deliver excellent levels of customer service across the distribution base.</li> <li>• Become the go to for the C&amp;C team for all things Innis &amp; Gunn in the west of Scotland.</li> </ul>			
<b>Additional Tasks</b>			
<ul style="list-style-type: none"> <li>• Work closely with your Head of sales to ensure agreed national plans are delivered at field level</li> <li>• Deliver and follow up on all opportunities for increased sales and distribution including free trade</li> <li>• Uncover events and trade opportunities for brand awareness and consumer sampling.</li> </ul>			
<b>Qualifications &amp; Education Requirements</b>			
<ul style="list-style-type: none"> <li>• Relevant sales or marketing experience preferably gained working within the drinks industry.</li> </ul>			
<b>Competencies Required</b>			
<ul style="list-style-type: none"> <li>• Self motivated, confident and outgoing with the ability to build relationships at various levels</li> <li>• Creative with a can do attitude able to overcome challenges and find solutions in order to succeed</li> <li>• Energetic and ambitious with the drive and determination to win</li> <li>• Excellent communication skills with the ability to influence at all levels</li> </ul>			