

# **T S FOODS LTD.**

## **JOB DESCRIPTION**

---

**Job Title:** **Business Development Manager ROI**

**Reporting To:** **Head of Sales & Marketing**

**Purpose:** **To manage the effective development and execution of a robust business development strategy, identifying new business opportunities aimed at increasing the company profile in the ROI market and establishing collaborative partnerships that will assist the company to grow in a profitable manner.**

**Location:** **Remote working – 1 day per fortnight/month in office.**

---

### **Key Responsibilities:**

- As a key member of the Commercial Management Team, you will actively contribute to the formulation and implementation of the company's short, medium and long-term business objectives and lead the business development strategy for the ROI market.
- In conjunction with the Head of Sales & Marketing, develop and ensure the execution of challenging personal KPIs, construct sales forecasts and monitor and report on sales achievement.
- To professionally and effectively manage key accounts at head office level, to maximise sales and account profitability, building long term relationships, ensuring high levels of customer care and satisfaction and that customer and market requirements are clearly identified and communicated throughout the business.
- Assume full responsibility for day-to-day management of agreed key ROI accounts. Act as the primary commercial contact for key customer accounts by liaising with buyers and the NPD department to forge strong working relationships and deliver the company's ambitious sales plans. Carry out regular business reviews with all key accounts.
- Build and maintain strategic business partnerships with multiples and key customers in the ROI market assuming a proactive approach in facilitating the growth of sales and developing mutually beneficial customer relationships.
- Ensure customer needs and objectives are delivered in a timely and efficient manner to promote a high level of customer service.
- Produce regular sales activity and financial reports and other information as required by the management team to assist with sales, financial and operational planning and to inform future business development direction.
- To proactively identify suitable commercial opportunities and to convert these into new strategic partnerships.
- Introduce prospective customers to the company and its products with cold calls, pre-arranged one to one meetings and formal presentations.

- Provide product guidance, negotiate pricing requirements within defined parameters and agree credit terms with customers, remaining aware of profit margins.
- Actively manage all price files, promotions, category reviews, annual account plans and terms negotiations.
- To monitor customer/consumer needs, market trends and developments ensuring product offerings are competitive, viable for efficient/profitable manufacture, initiating timely product and process innovation to ensure pipeline of new products and rejuvenations.
- Develop, implement and maintain a robust database of customer, competitor and market information for the company and maintain a good knowledge of market and consumer trends that are relevant to the business.
- Organise the participation of the company at customer trade shows and events, building brand awareness in order to generate and secure new business contacts.
- Assist with collection of outstanding/overdue debts.
- Any other duties, within reason and capability, as determined by the Head of Sales & Marketing.

**T S FOODS LTD.**

**PERSON SPECIFICATION**

**Job Title:** **Business Development Manager ROI**

<b>Criteria</b>	<b>Essential</b>	<b>Desirable</b>
<b>Qualifications/ Attainments</b>	Minimum HND Level or equivalent education.	3 <sup>rd</sup> Level Degree
<b>Relevant Experience</b>	<ul style="list-style-type: none"> <li>• Previous experience in account management and or business development management in the FMCG sector in ROI.</li> <li>• Previous account management experience in ROI, NI or GB.</li> <li>• Experience in selling to ROI multiples and discounters.</li> <li>• Proven track record of sales achievement in a challenging environment.</li> <li>• Experience in reviewing, extracting, analysing and presenting sales/business development related management information.</li> <li>• Understanding of sales related financial data (i.e. profit margins, cost of sales).</li> </ul>	<ul style="list-style-type: none"> <li>• Experience of chilled or frozen retail categories.</li> <li>• Experience or interest in NPD.</li> <li>• Experience in selling to major operators within the food service sector or B2B.</li> <li>• Established excellent relationships with the senior buyer personnel within the food service market in ROI.</li> </ul>
<b>Skills and Competencies</b>	<ul style="list-style-type: none"> <li>• Well-developed interpersonal skills.</li> <li>• Excellent communication skills, both verbal and written, including strong presentation, negotiation and influencing skills.</li> <li>• Evidence of effective analytical, problem solving and decision-making abilities.</li> <li>• Evidence of strong organisational, planning and time management skills.</li> <li>• Demonstrated ability to formulate and maintain effective, long-term business relationships with key customers.</li> <li>• Demonstrated ability to independently achieve results while working on own initiative.</li> <li>• Proficient in the use of word processing, spreadsheet, database and presentation software.</li> <li>• Proven ability to contribute effectively as part of a cohesive team.</li> </ul>	
<b>Circumstances</b>	<ul style="list-style-type: none"> <li>• Able to work flexibly as required to ensure business needs are met.</li> <li>• Able to travel extensively within ROI.</li> <li>• Valid full driving licence (no more than 3 penalty points).</li> </ul>	<ul style="list-style-type: none"> <li>• Clean driving licence</li> </ul>