

The Hungry Guest

SALES EXECUTIVE TEMPLE BAR

About the Role

We are seeking an ambitious and results-oriented Sales Executive to join our team. As a Sales Executive, you will play a pivotal role in driving our company's growth and success in the highly competitive market. The successful candidate will be responsible for the management of existing customer accounts and increasing new business for the award winning Hungry Guest brand, including the wholesale market in bakery, butchery and production kitchen products and our hampers and gifting range.

We are ideally looking for someone with previous experience working within artisan foods or luxury brands and have a proven track-record and knowledge of the local areas and customers base would be a distinct advantage.

About Petworth Places

Petworth Places trading as Market Town Developments Ltd is made up of several teams of dedicated people building a destination hospitality and food and beverage business with Stay, Eat, Visit at the heart of the business. Our core businesses are located in the beautiful South Downs market town of Petworth, West Sussex, and the historic market town of West Malling in Kent.

Established in 2010, the group comprises a multiple-award-winning food brand, The Hungry Guest (a double winner of UK delicatessen and farm shop of the year), E Street Bar & Grill, and The Angel Inn (with seven upmarket guest rooms and two luxury holiday apartment/villas – Ryde House and East House). The group also includes Augustus Brandt, an interiors and antiques business, and Newlands House Gallery, a modern and contemporary gallery and exhibition space.

Our accolades include E Street Bar and Grill being awarded best restaurant in the South East in 2019 and The Angel Inn being awarded best pub in West Sussex in 2022. E Street Bar and Grill joined the global Chaine des Rotisseurs in 2022.

In 2019 we established a new wedding venue and events business which is growing steadily and in 2022 we launched our wine series events at E Street Bar and Grill, which has been a great success.

Responsibilities

Service Delivery

- To actively seek and convert new business.
- Agreements are signed off internally and by clients before commencement of supply.
- To seek quarterly opportunities to meet with customers to best understand their needs.
- To effectively manage the process for agreeing timeframes for new orders.
- To coordinate with logistics for new customers to best enable delivery of products.
- To resolve any issues of logistical problems.
- To streamline the ordering process and encourage placing regular orders every week.
- To appropriately manage the choice and delivery of samples to key customers both existing and new, in particular seasonal offers for Christmas, Easter etc.
- To participate in the training of staff external to Temple Bar, through talks about bread products.
- To actively participate in events for Hungry Guest card holders and promote the company at events.
- To participate in the selection of products for any awards, including the great taste awards.
- To work with Marketing to ensure point of sale, websites and catalogues are kept current.

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Revenue Generation

- To take ownership of monthly revenue targets and ensure they are met.
- To participate in the agreement of wholesale pricing along with the Food and Production Manager, CEO and Finance.
- Review pricing particularly in the event of increases in cost price and ensure customers are informed of changes.
- Ensure customers are on the correct pricing band.
- To lead new business development including the promotion of special products including hampers and gifting
- To develop and agree a process with their line manager for regular client follow-up, with a focus on top tier 20 revenue customers.
- Liaise with Customers and Finance Department to ensure customer receipts are up-to-date and assist in facilitating timely credit control.

Financial Management

- To work towards achieving and exceeding budget targets with monthly reviews.
- To attend monthly P&L reviews to report on performance of the business, trends and influences on them.
- To support accounts with invoicing and payment issues.
- To assist in the budget process.
- To give feedback on sales trends to the senior management team.
- To support accounts with invoicing and payment issues.

Additional Responsibilities

- This document is not intended to be an exhaustive list. Additional responsibilities may arise as the incumbent continually develops and grows the business.

Skills, Experience and Qualifications

- Proven B2B sales experience with demonstrated ability to drive sales and land large accounts.
- A genuine passion for understanding and meeting customer needs, with the ability to build lasting relationships.
- Strong verbal and written communication skills, with the ability to articulate ideas concisely and persuasively.
- A good knowledge of artisanal, organic and free-range products.
- Have a list of connections of top retailers (big and small) to ensure focused brand growth
- Self-motivated, self-sufficient with the ability to think proactively.
- Skilled at building rapport, opening doors, and understanding business requirements of decision makers.
- Ability to collaborate effectively with colleagues and contribute to a positive team environment.
- Proficiency in using CRM software, MS Office Suite, and other relevant sales tools.

Benefits:

- Base salary of £25k, car allowance of £4k (business miles paid at 40p/mile) plus an attractive and competitive sales based commission.
- Staff discounts at all group outlets
- Employee Assistance Programme
- Free admission to Gallery exhibitions for employees
- Discounted membership to Newlands House Gallery
- Holiday entitlement of 28 days per annum including Bank Holidays (for full time roles).
- Learning and development opportunities

Job Types: Full-time, Permanent

Salary: £25,000.00 per year