



<https://pharmakiagroup.com/job/national-sales-bd-responsible-35-45k/>

## National Sales BD Responsible: £35-£45K

### Description

**Job Title:** National Sales BD Responsible, Home & Field Base

It is desirable that you hold direct experience from the Restaurant, Catering or the Hotel industry.

- Where do you sell into: National, UK
- £35,000 – £45,000 Basic Salary – pending on experience and track record
- Ideally 3 or more years of Sales & BD experience
- You must be a high performer and a proven track record is required
- Additional uncapped commission scheme – very competitive
- Annual customer retention commission & Annual company bonus
- The company is building a brand you will be an important part of this strategic focus

### Background:

My client is a highly reputable brand, one of the best in the UK for its niche focus and are experiencing immense growth on annual basis. We are interested to hear from BD, sales or key account managers with a proven track record applying for this position and to be part of this wonderful expansion journey.

### This is what you will be doing:

- Develop and maintain relationships with clients
- Win new business at national level, (UK)
- Responsible for the full sales cycle
- Deal with customer queries
- Home and field based, may be required to meet some clients face to face
- Develop business via Teams, Zoom, Emails and Phone
- You are required to meet in person at company HQ (near London) once a month

### You must have the following:

- Experience within Sales, Key Account or Business Development ideally from the Restaurant, Hotel or the Catering industries
- Willing to learn about the product line, the brand and pitch these to clients
- Entrepreneurial minded with passion to sell and for the brand
- Excellent communication and negotiation skills
- Ability to identify new business opportunities within UK
- You thrive within a fast-paced environment and willingness to grow your career
- You are able to work on your own, and maintain daily contact with HQ

If you're interested in this role, send us your CV now.

Job Type: Full-time

### Employment Type

Full-time

### Beginning of employment

Immediate – interview in 1-3 days subsequent to CV submission

### Duration of employment

Permanent

### Industry

Hotel; Restaurant; Catering

### Date posted

May 6, 2024

Pay: £35,000.00-£45,000.00 Basic Salary

Commission: Highly Competitive per sales & client retention

Benefits:

- Work from home & field base

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission pay

Experience:

- Sales / Key Account / BD: 2 – 3 years (required)
- Restaurant, Hotel and Catering
- Proven Track Record

Licence/Certification:

- Driving Licence

Work Location: In person

Email your CV: [enquiry@pharmakiagroup.com](mailto:enquiry@pharmakiagroup.com)