

We are looking for a

Export Sales Manager



Role overview

An exciting opportunity has arisen for a professional and enthusiastic **Export Sales Manager** to join our Sales team at Cottage Delight. Working for an SME isn't for everyone, as we're offering a genuine opportunity to influence and shape our export strategy. A role that will play a huge part in driving our next stage of growth. At Cottage Delight (part of Vestey Holdings) we're proud of our artisan heritage and want to bring our fantastic hand-made products, produced in the Staffordshire Moorlands to more consumers across the Globe. We're looking for an experienced Export Sales Manager, someone with a proven track record managing and developing International Food Distributors/Wholesalers in key global markets. Reporting directly into the Sales Director, the role will be to manage our existing relationships but with a real focus on identifying new business opportunities through your already well-established network of contacts, both domestically and internationally.

The Company

At Cottage Delight, we've spent nearly 50 years creating inspiring recipes from our Staffordshire Moorlands kitchen. Crafting our creations by hand, with a flair for creativity and a taste for flavour, we continue to push boundaries and expand the culinary imagination of foodies everywhere. Our level of dedication to our craft is reflected with our total of 210 Great Taste Awards to date. We believe bringing people of all ages together to explore new ways to enjoy food and drink and to embark on their own flavor adventures, because great taste makes great times!

The Role

Your professional and enthusiastic outlook will help us to deliver the highest levels of customer service, taking full responsibility for our international growth strategy. Selling directly into existing customer and distributors whilst also securing new business in key global markets. Promoting and maximising sales, ensuring our customers' needs are met and exceeded throughout each step of the customer journey.

This is a full time, permanent role working 40 hours per week Monday-Friday.

Your key responsibilities:

- Deliver sales revenue and margin targets for the Export Channel.
- Lead the development of the commercial strategy and agree customer plans that deliver against revenue & margin.
- Set the strategic direction for export that delivers the plan for today and lays the foundations for future growth.
- Represent the brand as the main contact for distributors, retailers & wholesalers.
- New Business – identifies potential new business opportunities to grow our footprint in key overseas markets.
- Time management – Manage diary to ensure that maximum time is spent with customers/prospective customers.
- Commercial Excellence – operates to the highest standard of professional and commercial excellence
- Act as an ambassador for Cottage Delight, its brand, and its product range.
- Support and input into the overall sales leadership team.

Your skills and experience:

- Experience working in overseas markets as well as having a well-connected network of overseas distributors/wholesalers. environment with operational forecasting and planning experience.
- Knowledge of European, International markets and distributors, essential with a FMCG Food background
- Excellent communication skills and confidence when dealing with enquiries from colleagues, customers, and stakeholders.
- Experience of remote working with the ability to meet travel requirements of the role.
- Creativity with an eye for potential opportunities and improvements.
- Self-motivated and result orientated, being able to impact and influence with initiative drive and enthusiasm.
- Great organisational skills and the ability to multitask and work well under pressure.
- Be positive, personable and a real team player who can adapt in a fast-paced environment to ensure business continuity and delivery of business objectives.

If you would like the opportunity to join the Cottage Delight family, please submit your CV with a covering letter to HR, Cottage Delight Limited, Brooklands Way, Leekbrook, Leek, Staffs, ST13 7QF, or email your CV to info@cottagedelight.co.uk.