



BUSINESS DEVELOPMENT EXECUTIVE

At Real Kombucha, we are changing the way people drink. In a market where alcohol consumption is collapsing, and sugar is a genuine killer, there are few genuine alternatives to a sophisticated alcoholic beverage when out on the town, or relaxing at home. At Real Kombucha we believe this is just wrong.

We are a very fast paced, young company, led by a great team of experienced individuals. The Founder is a seasoned consumer entrepreneur, with companies such as bookings.com, Tom Dixon and Clippings.com already under his belt. And he is supported by talented co-founders from Lucozade Ribena Suntory and Havas Media and a very strong group of investors.

But more than anything, the team is passionate about food and drink. After just 18 months, our products are already served in over 50 Michelin starred restaurants around the UK, and are being rolled out across many of the UK's top restaurant chains, pub groups, caterers and event spaces. We really believe we can change consumer consumption habits for good.

Job description

We are searching for a *Business Development Executive* who will work within the commercial team, alongside the founders and account managers. The role will have a direct impact on changing the way people drink in the UK.

Responsibilities:

- Identify and prioritise leads for prospective on trade customers using a series of online tools, email and phone
- Own and implement strategies and activities related to business development
- Qualify sales leads by successfully winning pitch meetings for the founders to attend
- Own the sales process from research, sales pipeline management, pitch management and reporting
- Create sales tools to support the account manager team, wholesalers and new customers
- Build close relationships across the on trade at industry events and trade shows
- Work collaboratively with the account manager team to build relationships in new and current restaurant, pub, bar and hotel groups
- Support trade fairs and consumer events to identify business contacts and drive awareness



The Business Development Executive is an entrepreneur in their own right. They are encouraged to take ownership, be creative, take risks and collaborate as they need to in order to get results.

Salary

£25-£30K