



WE'RE HIRING!

BUSINESS DEVELOPMENT MANAGER

Owens Coffee is an independent, award-winning Organic coffee roaster based in Ivybridge, Devon.

As a business, we are committed to sourcing and roasting high-grade, fully sustainable and traceable coffees. We form partnerships with our trade customers and work with them to provide a good, reliable service to their customers.

During the past 11 years, we have built a respected name in the hospitality industry in the South West for great coffee, as well as developing our reputation nationally for our strong, sustainable offer.

We supply high-quality equipment and training and offer a popular range of house blends and single origins, as well as regularly sourcing seasonal specialty coffees; providing choice and interest to our customers.

As a result, we've built a well-established network of wholesale and domestic customers, with sustainability and service high on their list of priorities.

The Roastery is a contemporary, custom-built facility just off the A38 at Ivybridge. The building hosts our state-of-the-art, environmentally-friendly Loring Kestrel roaster, our offices, a contemporary event space equipped for demonstrations, and a shop which is open to the public serving takeaway coffee and hot drinks, coffee beans, teas and a range of brewing equipment and espresso machines.

Our team is passionate about Owens Coffee; we recognise the importance of the business development role and will provide support and assistance to the person taking up this position in the company.



WHO ARE WE LOOKING FOR?

We are looking for a Business Development Manager to develop Owens' wholesale business.

You will have a proven track record in growing sales through a combination of strong account management skills, great customer communication and the ability to create, nurture and follow up new sales opportunities within our target markets.

You will be professional, well-organised and results-driven, achieving agreed KPIs relating directly to your role. You'll have experience which demonstrates structure, drive and success in business growth. You understand the importance of customer relationships; will put in place a process of making regular contact with customers (face to face where possible) and your CRM system will be managed and current.

Preferably, you will be someone with experience in business development/sales in coffee or the food & beverage industry and with a knowledge of organic produce. We would like you to be someone who can support our customers with on-site barista training.

THE ROLE

- Finding, creating & developing new business opportunities to include: hotels, restaurants, specialty coffee shops, high-end retail, cafes and outlets specialising in fresh local produce and/or health, sustainability and wellbeing.
- Opening new wholesale accounts as above
- Growing sales through effective account management of our existing customers
- Barista training for our existing customer base to ensure consistency and quality of product, as well as maintaining an ongoing relationship and the opportunity to help grow our customers' businesses
- Deliver on targets and agreed KPIs
- Machine sales as part of our complete beverage supplies offer

WHAT CAN YOU EXPECT?

- A full-time, permanent contract with competitive salary
- Career progression – professional development, training and learning initiatives
- An opportunity to work for one of the leading organic coffee companies in the UK
- A bright, dynamic and progressive working environment
- Company Vehicle and full employee benefits to support travel across the South West
- A base at the headquarters in the Roastery at Ivybridge in Devon

To apply – please contact jobs@owenscoffee.com