



Bolney Wine Estate in West Sussex is one of the pioneers of the English wine industry and has been a family business since 1972. We are a producer of premium English still and sparkling wines, sold across all UK channels and exported to overseas markets including the USA, China, Japan and Europe.

At the Estate we welcome thousands of visitors a year for vineyard and winery tours and corporate events and to our on-site café, bar & restaurant.

JOB DESCRIPTION

TITLE	Business Development Manager
LOCATION	Bolney Wine Estate, Foxhole Lane, West Sussex, RH17 5NB
COMPANY	Bolney Wine Estate Ltd.
REPORTS TO	Jon Tracey, Sales Director
RESPONSIBLE TO:	Sam Linter, Managing Director

THE ROLE:

We are looking for an exceptional individual to actively drive sales in national and regional On-Trade accounts (both direct and via Distributors) and Independent Retailers and to operate as an ambassador for the Bolney brand.

Joining our small team at an exciting time for Bolney Estate and the English wine category in general, you will have the opportunity to shape not only your future but that of the company as a whole.

This is a national role, home-based **but with weekly visits to our Sussex Head Office.**

REQUIRED SKILLS AND EXPERIENCE:

- Previous sales experience working for a wine producer is preferable
- High levels of numeracy, literacy and computer literacy
- Proven experience in developing new business from prospecting to agreeing range and pricing
- Effective relationship building
- Ability to create and confidently deliver presentations to customers
- Structured, logical thinking with an eye for detail
- Up to date and in-depth knowledge and understanding of the UK wine market



THE IDEAL CANDIDATE:

- Of graduate calibre
- Enthusiastic and self-motivated with a positive outlook
- Adept at spotting and exploiting opportunities
- Flexible and willing to work in our small team
- Excellent personal organisation and time keeping
- Naturally inquisitive about how the wine trade functions

QUALIFICATIONS:

WSET Level 3, preferably Level 4 (Diploma)

Remuneration package commensurate with experience, including attractive bonus based on sales targets and KPIs, pension and generous wine discount

Closing date for applications: 22nd February 2019