



## **The Company**

Vegware is a dynamic, award winning and rapidly expanding eco-friendly packaging company. We manufacture and distribute catering disposables and food packaging. All our products are made from renewable or recycled materials, and all are compostable. The Vegware range spans cutlery through to tableware, napkins, hot and cold drink cups, and takeaway packaging. We also help our customers find routes to composting facilities through our “close the loop” scheme.

## **The Role – 37.5 hours per week**

### **Business Development Executive – Europe**

The successful candidate will join our dynamic and vibrant European Sales team, which focusses on sales of our fantastic plastic free products outside the UK and within Europe. The main purpose of this role is to develop and grow business with our existing customers, while also sourcing new business channels across Europe. The scope is to develop existing accounts by working with our distribution partners, but also to proactively seek new opportunities in your given territory.

We are all about teamwork here at Vegware, so the Business Development Executive - Europe will work closely with the rest of the sales team in the UK and Europe to collectively meet our growth targets and ensure a brilliant service to our customers.

We are particularly active in Italy and France right now, so language skills would be a real advantage (particularly Italian)

In return, we offer a great competitive reward package, including private health care (with rewards and incentives) and a company pension.

## **Location**

Our offices are in Edinburgh, but regular travel outside the UK will be required, although we make full use of digital technology to stay in contact with our valued customers.

As this particular role covers sales outside the UK, we will consider homeworking anywhere in the UK or in a European location which allows reasonable travel to our customers.

It's important to stay in touch with your wider team though, so if you are not Edinburgh based, you will require to travel to our head office on occasion for team meetings and team building.

We are particularly active in Italy and France right now, so language skills would be a real advantage (particularly Italian)

## **Position in organisation**

**Reports To:** European Sales Manager

## **Duties and key responsibilities**

1. In line with our Sales Strategy, you develop our accounts through sales calls and site visits and also attend trade fairs (when COVID permits) as well as generating new business.
2. You grow sales with our existing customers through expanding their product portfolio with Vegware.
3. You proactively manage accounts by showing new products, helping to manage any issues, maintaining contact as appropriate and providing excellent customer service.
4. You actively seek out new account and business opportunities.
5. You develop and maintain a full understanding of all the Vegware products and services we offer.
6. You gain product feedback from customers for use in ongoing marketing activities, product research and development.
7. You keep our database of customer contacts accurate and updated with details of sales activity.

## **Candidate Specification**

1. You have experience in Sales and Account Management with proven great results.
2. You always have a focus on the customer.
3. You excel in relationship building and networking.
4. You are tenacious and determined.
5. You have the ability to work independently and manage your own accounts, while also being a real team player and demonstrating a "one team" approach in all you do.
6. You demonstrate great attention to detail and a high level of accuracy.
7. You will have the ability and drive to reach deadlines.
8. You show commitment to the company values in all aspects of your role.
9. You ensure all communications, both verbal and written, enhance the company

image.

10. You act at all times as an ambassador for the business.
11. You demonstrate a commitment to health and safety whether office-based, home-based or field-based.
12. You are committed to equal opportunities.
13. You have a strong commitment to the Vegware brand and you care about the environment.

### **Essential**

14. You have European Language Skills (Italian preferred)

### **Applications - Important**

Please ensure that you include a covering letter along with your CV setting out why you are suitable for this particular role and making clear where you would intend to work from, if not our Edinburgh office.