

Business Development Manager – United Kingdom

We're building the food delivery franchise of the future! We're on a mission to improve the quality of food delivery and, more importantly, to make it profitable for our restaurant partners. We operate a simple model:

- Create data-driven delivery brands, based on menus provided by our partners e.g. UberEats, Unilever, etc;
- Design end-to-end processes - from recipes to packing guides, to supply chain - so that they're simple to operate;
- Work with restaurants to find the right mix of brands for them, so their kitchen is busy and profitable.

In short, we work with incredible chefs to run tasty menus, then optimise the cooking process to support our local franchisees. Nobody's growing as fast as us in the UK; we've grown to 70+ sites since June 2020, and we're looking for great people to join us on our journey. We're a team of founders, of grafters, of roll-up-your-sleevers, and we're hiring a **Business Development Manager** to support us.

Your job:

- **Sell our proposition:** you're the face of our business and our ambassador to the world. Sell our proposition to interested parties and convert them into new Franchisees.
- **Work our sales channels:** our big Inbound channels are PPC and social media, so help us convert these leads over the phone. We're starting to build our Outbound channels so experience in Field Sales is a big positive.
- **Enforce our sales rules:** we want and need our partners to succeed, and the best way to do this is to ensure we match the right brand to their operations - follow the playbook and explain our system.
- **Guide our sales content:** you know the messages, pitch, and selling points that help us land new business, so help us get this into our decks(!).
- **Optimise our sales channels:** whether it's instagram or field sales, we want to start by working out the ROI then move to offshoring where possible. You tell us what works, and what needs to change.

About you:

Overall, we're looking for someone that can roll-up-their sleeves today, and can lead a team in the future. We'll need you to apply a calm, structured approach for us, and to be accountable for and own our restaurant portfolio.

- You've got proven experience selling in B2B sales of a complex proposition.
- You can demonstrate **experience implementing structured marketing programmes**.
- **Blue chip and/or previous start-up experience** is a bonus.
- You're excellent at **managing your time** and able to **juggle multiple accounts** whilst providing great service.
- You enjoy **managing and developing people** and have experience to back this up.
- You're excited to work in a **high growth, fast-paced** startup environment.

To apply for this role, please email sam@peckwaterbrands.com with your CV.

To see our Company Values look here: [PWB_Company_Values](#)