



cash & carry

Channel Sales & Operations Manager – On-trade

Employer: **TIME CASH AND CARRY LIMITED**
Location: **Barking, East London**
Salary: **£25,000 - £30,000 + benefits**

Company

Time Cash and Carry is a member of one of the UK's largest buying groups, which specializes in every day consumer products serving over 1,500 customers every week with +3,000 product lines. We have been servicing the needs of independent retailers, publicans and restaurants for over 15 years. We provide products and services from the brand leaders with the market's best value proposition to ensure that our customers have the appropriate Consumer Coverage.

Role

We are seeking highly motivated, leaders, with an entrepreneurial nature who have the ability to contribute to the Company's development and achieve results. We have a team-based culture where employees are always striving to exceed customer expectations.

The Channel Sales & Operations Manager will manage all business development aspects within the On-trade division (Public Houses, Bars, Clubs and Restaurants), with a primary focus on sales revenue growth and lead generation. The role will balance new lead sales, partner management for work execution, and sales training for the independent On-traders.

The Channel Sales and Operations Manager will be responsible for:

- Meeting and exceeding set sales quotas while adhering to sales rules of engagement.
- Manage and be the main point of contact for existing alliance partners.
- Aggressively drive On-trade partners to maximize sales and total partnership potential through implementation best practices, training and support.
- Manage sales orders and provide progress updates to On-trade partners.
- Communicate masterfully with partners on the adoption of new products and

service offerings.

- Create systems and procedures to streamline partner management for work execution on time and in full.
- Work with the internal marketing department to drive programs and events to extend the relationships to new prospects.
- Continually learning about new products and improving selling skills.
- Providing weekly reporting of pipeline status to forecast and prepare written presentations, and Key Performance Indicators for all stakeholders.
- Keeping abreast of competition, competitive issues and products.
- Managing a developing sales pipeline of £4 to £8 million annually.
- Defining and executing On-trade partner sales plan.

In addition:

This position requires the individual to be based out of the London (Barking) Office, with a commitment to working out of the office on a scheduled basis. Must be able to travel up to 90% of the time to meet client requirements.

Professional skills requirements

- +5 year's sales and operations experience in On-trade customer service environments (Public Houses, Bars, Clubs and Restaurants).
- Excellent communication skills (verbal and written).
- Successful achievement of £1M+ annual quotas through a consultative sales approach.
- Proven success prospecting, building a pipeline, moving opportunities through the sales cycle: proposing, presenting and discussing solutions with independent entrepreneurs and other decision-makers.
- Ability to craft a solution with appropriate products and services that meets shared business goals based on client discussions.
- Strong IT/ Microsoft Office skills are essential.
- A Bachelors degree is required.

What we are offering

- Great salary and comprehensive benefits package, including a company bonus for exceptional performance.
- Opportunities for career progression.
- Superb training and a chance to perform in an entrepreneurial setting.

If you are interested in this position please email your C.V. and a brief cover letter explaining your suitability for this role to personnel@timecc.co.uk.

Job Reference: **CSO – ON-TRADE**