



Out of Home Commercial Manager

We are looking for a Commercial Manager to come and join our team and lead our Out of Home channel. You'll report directly into the Head of Commercial and will be responsible for driving the out of home business with both existing (Costa/WHSmith/Wholefoods) and new customers to deliver against our ambitious growth plans consolidating our position as the leader in the plant-based category.

The role in brief

- Own the strategy and execution that delivers against the Out of Home commercial targets
- Build great relationships with both existing and new customers so that we are seen as a credible, trusted supplier that operates with discipline and maximizes growth opportunities
- Own the approach to new business leading best in class sales pitches + negotiations to land & deliver value adding JBP's.
- Utilise available data sources to lead analysis and insight to drive customer/consumer focused decisions for the Out of Home accounts (price, promotions, innovation needs, marketing plans)
- Own the customer marketing approach to ensure we win at the first moment of truth.
- Own reporting and forecasting process to ensure business has visibility of performance to date and year to go projections.
- Develop Out of Home BDE to maximise their development & potential

The person

We are looking for a results driven self-starter with a real passion for helping BOL to deliver on its mission. A natural leader they will help shape the direction of the Out of Home team to ensure we have a winning approach with both our existing customers and delivering on the many new business opportunities. A first class commercial operator with unrelenting drive that knows how to get the best out of the Out of Home channel through building first class relationships and effective negotiation.

Requirements

- Experience of UK Out of Home channel with a proven track record of getting results.
- Great at building relationships and influencing decision makers both externally and internally.
- Excellent communication and presentation skills, with incredible drive to win new business
- Excellent management skills as well as a muck in attitude with excellent prioritisation skills.
- Foodie who loves to lead an active lifestyle
- Numerically strong with data analytical skills that lead to strong insights recommendations
- Great attention to detail who loves to create & present beautiful presentations
- Respond well to pressure & hitting tight deadlines in fast paced environment
- Highly motivated energetic radiator who naturally leads people & projects
- Buzzing at the prospect of joining the BOL fam who are on a mission to inspire the world to eat more plants

BOL is committed to the principles of equity, diversity and inclusion.