

Job title	Business Development Manager – France & Benelux	Reporting to	General Manager - Germany
Location	Hybrid Home working / Office in Germany Travel required to visit customers Nationally & Internationally	Position type	Full time / Office Based
The Company			
<p>CASCO Pet is a global business specialising in pet and aquatic shop fitting and revolutionary veterinary clinical housing with manufacturing and sales operations around the world. We are proud of our reputation for innovative and flexible designs which place us as the market leader in the pet and veterinary industry. Established in 1997, our Head Office is based in the UK with offices in UK & USA and our center of excellence in Portugal where we service our global market from Australia to the USA</p>			
Job Description			
<p>The role of BDM – France & Benelux requires a proactive and enthusiastic individual to develop and manage Casco Pet’s customers in Vet & Pet in France and French (Belgium/Swiss/Luxembourg) speaking parts of the Globe. This person is required to have a high attention to detail and the aptitude to build excellent relationships with clients, demonstrating expert communication and project management skills. Not only this but the successful candidate would require collaborating effectively and efficiently with internal teams in sales, customer success, operations, and finance.</p>			
Key accountabilities - main areas of responsibility			<u>% Time Required</u>
<p><u>Sales Activity</u></p> <ul style="list-style-type: none"> • Achieve and exceed sales budgets within markets allocated to this role are France (Pet & Vet). • Set with HoS & GM Germany sales budgets and account strategy in each market and sector • Manage comprehensive consultations with high level corporate customers throughout French speaking markets (e.g. Fressnapf, E.Leclerc). • Responsibility for development of market share and supporting progress in these market areas. • Responsibility for sales budget review and forecasting of assigned markets. • Work closely with Customer Success in Portugal to develop and achieve Maintenance & Service sales with your customers. • Developing and managing to ensure highest level of customer service in these regions • Prepare detailed quotations and work with Portugal to ensure projects are delivered in an efficient and accurate manner. • Travel (Nationwide and International) when necessary, to develop new business and customer relationships. • Travel to EU Head Office in Germany regularly to work with and liaise with direct line manager – GM Germany. • Work with drawing department to ensure all information is correct for layout drawings presented to customers (front elevation, 2D/3D drawings) • Finalise each project specification and documentation within company guidelines to ensure production can manufacture and the product can be delivered to the customer on time. • Manage all customer enquiries in a timely and effective manner, using SalesCloud CRM software and field-based resources. <p><u>Marketing Activity</u></p> <ul style="list-style-type: none"> • Lead/advise on marketing activity requirements for France including trade shows. • Liaise with marketing department to further the development of local identities in France. • Provide the Marketing department with comprehensive feedback and input in relation to all sales within your region. • Leading on the requirements to expand social media activity in France. 			<p><u>70%</u></p> <p><u>20%</u></p>

<ul style="list-style-type: none"> Advising and proofing local language social medial posts. 		
<p>Product Development Support</p> <ul style="list-style-type: none"> Assisting with the research and development of ideas to improve CASCO Pet products which appeal to the German and French markets Compile and present company and competitor product assessments to feedback ideas for existing and future product development 		<u>10%</u>
Contacts - External		Contacts - Internal
<ul style="list-style-type: none"> Customers Suppliers Contractors Trade Show & Conference 		<ul style="list-style-type: none"> Portugal Production Facility Sales & Marketing Finance Production & Drawing (UK and Portugal) Management team
Qualifications, skills, experience, and benefits		
<p>Qualifications & Experience</p> <ul style="list-style-type: none"> Degree in Business Management, or Animal Related / Life Science At least 5 years' experience in a similar role in a fast paced, global, dynamic environment Existing network within the Pet & Vet space across France or West Europe Prior experience selling Capital equipment or FMGC products in the Vet or Pet Space <p>Skills</p> <ul style="list-style-type: none"> Excellent work ethic and a 'can do' attitude The ability to work independently and set own standards High organisational skills and ability to manage several projects at the same time Ability to prioritise own workload Strong communication skills (written and verbal) Excellent attention to detail Well versed in IT skills for example Microsoft Office Suite and CRM Systems (SalesCloud) Understanding of sales performance metrics A team player with high level of dedication Good numerical skills Written and spoken multilingual skills (fluent in French & English essential) <p>Incentive Scheme</p> <ul style="list-style-type: none"> 25 days holiday per annum plus bank holidays Company Commission based on performance and achieving sales Targets. Capped at £/EUR 50,000 p.a (~OTE 30%) Car Allowance 		