

## Head Of Nutrition (New Business Development)

You will be responsible for the **new sales development and profitable growth** of Ascot International (1996) Ltd market within UK & Europe for Health & Nutrition.

Candidates' main role will be to **Identify** new market trends whilst **working to** agreed sales initiatives. Responsible for **identifying new customers/products** and working with existing customer accounts to **develop and plan strategies** for the company's growth.

The Candidate will **lead a team** of ambitious individuals, to grow the Nutrition Sector, looking for **fresh opportunities** as a team to put Ascot to the forefront of the Nutrition market for nutraceuticals, OTCs, food & beverage, sports nutrition, and animal nutrition.



### Key Responsibilities & Outcomes:

- ✓ Identify and execute business development plans for new & existing accounts in the Nutrition Sector.
- ✓ Research and plan new project opportunities, leading the team to bring these to life.
- ✓ Identify and execute profitable sales opportunities, creating win/win scenarios.
- ✓ Manage and develop Product Range of own and promote these to the further sales team.
- ✓ Manage supply chain of purchasing material.
- ✓ Be able to identify gaps in the market and strategize gains for the company.
- ✓ Monitoring the market and identify market potential for Ascot.
- ✓ Develop relationships and ensure regular communication with existing customers using a mixture of communication skills. (Will be out on the road 2/3 days a week)



### What you'll need – Qualifications & Knowledge:

- ✓ 6+ Years' experience within Business development, field-based position
- ✓ 6+ Years' experience within the nutrition market.
- ✓ 4+ Years' experience of leading a team and can demonstrate success of this.
- ✓ Strong interpersonal and communication skills.
- ✓ The ability to work effectively in a fast-paced environment.
- ✓ Prepare and execute account development plans and strategies.
- ✓ The ability to think outside of the box on new projects and present confidently to implement to the sales team.
- ✓ Candidate must have Analytic & Prospecting skills.
- ✓ Must have strong Outlook & Microsoft Office skills.
- ✓ Knowledge of the Regulatory & certifications required for import & export of Nutrition materials.
- ✓ Must have UK Driving license and be happy to travel.



### Ascot International (1996) Ltd.

Ascot International is coming up to its 30<sup>th</sup> Birthday bringing many exciting opportunities for new business development.

Having just taken on a new adventure of 'Life Science' Structure, we are looking for fun, positive, driven individuals to grow this project and join our journey.

Further to this, Ascot has been working on setting up a Nutrition Division for a couple years, with some existing customers and products in hand we are now looking for a leader to drive this division to success.

We are proud to be known for our can-do attitude and are rewarded in being our customers 'Go To' Person due to the relationships we build with both them and our suppliers globally.

If you are looking to for a new, stimulating opportunity and personal growth, Ascot is the **Home** for you.

Please send your covering letter and CV to our HR Manager, Harriet, at [HR@ascot1.com](mailto:HR@ascot1.com).

If selected for further conversations, we will be in touch within 7 days of application.

We look forward to hearing from you.



#### Ascot Incentives:

- ✓ **Full-Time:** Permanent (Monday – Friday – 40 Hours, Early finish on Friday)
- ✓ **Location:** Manchester, Stockport (Office Based, with travel to customers & Suppliers)
- ✓ **Salary:** Negotiable, dependent on experience
- ✓ **Pension:** Company pension
- ✓ **Healthcare:** Healthcare package
- ✓ **Wellness:** Gym Membership
- ✓ **Other:** Bonus Structure based on Sales Activity

