

**Job Position:** Business Development Executive

**Company Overview:** Tea Break, located in the heart of Gants Hill, is a distinguished destination for tea enthusiasts and culinary adventurers alike. Our brand is synonymous with authenticity and quality, offering an exquisite selection of teas sourced from the finest estates around the world. We pride ourselves on our unique tea brewing methods and exceptional customer experiences, blending tradition with innovation to create a truly memorable visit for each guest.

**Key Responsibilities:**

- Identify and develop new business opportunities to drive the café's digital presence and revenue growth.
- Build and maintain strong relationships with potential clients, partners, and affiliates.
- Create and execute digital marketing strategies to attract corporate clients for catering services, events, and partnerships.
- Conduct market research and competitive analysis to identify trends and opportunities in the food and beverage industry.
- Collaborate with the marketing team to develop compelling digital marketing materials and campaigns targeting corporate clients.
- Prepare and deliver persuasive sales presentations to showcase the café's offerings and benefits to potential partners.
- Negotiate and finalize business agreements, contracts, and partnerships.
- Continuously monitor and analyze the performance of digital promotion strategies, adjusting as needed to achieve business development goals.
- Provide regular reports and updates to the café's management team.

**Requirements:**

- Proven experience as a Business Development Executive or similar role, with a focus on digital promotion and client acquisition.
- Strong knowledge of digital marketing techniques, including lead generation, email marketing, and online advertising.
- Excellent communication and presentation skills, with the ability to build rapport and negotiate effectively.
- Analytical mindset to interpret data and make data-driven decisions.
- Self-motivated, proactive, and goal-oriented with a strong desire to achieve targets.
- Ability to work independently and as part of a team.
- Enthusiasm for the food and beverage industry is a plus.
- Previous experience in catering or hospitality industry business development is a bonus.
- A relevant degree is preferred but not mandatory.

**Salary and Working Hours:**

- Gross Salary: £24,600 per annum, £12.79 per hour.
- Working Hours: Full-time position with a 37-hour working week.

**SOC Code:** 3543

If you are a talented individual with a passion for food and tea culture, consider joining our team at Tea Break. This role offers a unique opportunity to be at the heart of a renowned tea, where your skills are not just appreciated, but essential to our distinctive brand experience. We invite you to apply now and become a key player in our mission to revolutionize the tea and culinary landscape.