

Job title: Benham & Froud Senior Sales Manager  
Contract type: Permanent  
Location: Bermondsey studio. Some travel will be required in the UK and worldwide  
Reports to: Sam Bompas & Harry Parr  
Salary: Based on experience



Bompas & Parr, Architects of Taste, Feeding Minds & Stomachs.

Bompas & Parr is a creative studio, made up of architects, chefs, designers, marketers, strategist and technologist. Through respected consultancy, delivering Location Based Experiences (LBEs) and writing publications, the studio challenges the world around us with radical creativity and a thirst for provoking innovation. The studio works with cultural institutions, attractions, Governments and placemaking develops to deliver this work.

Bompas & Parr are looking for a Senior Sales Manager to join the team for a rolling contract to drive the growth of Benham & Froud: an artisanal jelly brand

We're a fast-paced, creative company who love what we do and do what we love – and we're keen to work with someone who shares our outlook.

Bompas & Parr is an equal opportunity employer, committed to creating a diverse and inclusive environment, where all applicants will receive equal consideration regardless of race, ethnicity, religion, gender, sexual orientation, age or disabilities.

#### Your role

This role is for someone who has sales inbuilt in their DNA and who can deliver growth in a meaningful timescale.

## Objectives for this Role

- *To drive growth of Benham & Froud products in the UK across multiple sales channels*
- *Implement the brand-plan, and dynamically update to ensure commercial success*
- *Work with B&P team to grow awareness of Benham & Froud as a luxury jelly brand*
- *Manage and drive online sales directly through web shop.*
- *Implement marketing strategy*

## Responsibilities

- *To own the Benham & Froud account*
- *Own the brand plan*
- *Profit and loss management*
- *Identify opportunities for the B&F across the sales journey – sampling, partnerships, gifting*
- *Drive sales (D2C, B2C and B2B)*

## Skills and Qualifications

- *Over 7 years of working in the F&B industry in the UK with demonstrable sales network*
- *Experience of luxury brands*
- *D2C: quantifiable evidence of sales success from web and social media*
- *B2C: quantifiable evidence of sales success from retail*
- *Outstanding communicator – written and verbal*
- *Excellent financial acumen*
- *Self-motivator*

## Desirable Experience

- *Ability to work independently or as part of a team*
- *Understanding of retail strategy*
- *Creative agency experience*
- *Design and packaging knowledge*

## How to apply

If you are interested in applying for this position, please email [work@bompasandparr.com](mailto:work@bompasandparr.com) with 'JOB TITLE' in the subject heading. Please include the following in your application:

- A copy of your current CV
- A cover letter detailing why you feel you are a suitable candidate for this post and what attracts you to Bompas & Parr.