



External Job Advert

Business Development Manager

Location: Surrey, Sussex and Kent

An exciting opportunity to join one of Britain's most respected and award-winning, independent breweries, where tradition, integrity and quality still take centre stage.

Why Join Timothy Taylor's?

At Timothy Taylor's, we don't just brew beer - we brew legacy. Family-owned and proudly independent since 1858, we've built a reputation for doing things the right way, not the easy way. That commitment extends to our people too.

We're now looking for a **Business Development Manager** to cover Surrey, Sussex and Kent to help us strengthen and grow our presence across this key region. You'll be the face of Timothy Taylor's, building trusted relationships with publicans, wholesalers and pub groups, uncovering new opportunities and ensuring every pint of Taylor's is served at its best.

Key Responsibilities

- Manage a defined territory, driving sales growth across all On Trade routes to market, including Free Trade, Wholesale, Leased and Tenanted, and Managed accounts.
- Identify and secure new business opportunities while supporting existing customers to drive volume and revenue growth.
- Build, maintain, and develop effective relationships with key route-to-market partners, including wholesalers, brewers, pub companies, and managed operators.
- Manage relationships with designated regional wholesalers and key multiple customers, where assigned.
- Ensure a consistently high standard of customer service and act as a trusted partner to customers and stakeholders.
- Deliver customer training and support on product quality, cask ale management, and cellar best practice.
- Provide technical support, including troubleshooting dispense issues and resolving quality concerns.
- Plan, organise, and deliver customer engagement events, tastings, trade shows, and industry exhibitions.
- Monitor market activity, competitor performance, and emerging opportunities within the territory.

What Makes This Role Rewarding:

This is a hands-on, people-focused role with real variety. You'll have the freedom to shape your territory, build lasting partnerships and see the direct impact of your work, from hosting events to helping pubs serve the perfect pint.

Who We Are Looking For:

We want a self-starter who thrives on building relationships and delivering results. You'll bring:

Essential:

- Proven track record in field sales, preferably within the drinks industry, or significant management experience within an on-trade licensed premises environment.
- Evidence of achievement and increasing responsibility throughout your career.
- Excellent verbal and written communication skills.
- Strong influencing, negotiation and relationship-building skills.
- Proficient in Microsoft Office applications, including Word, PowerPoint and Excel.
- Good numerical and analytical skills.
- Strong presentation skills, with the ability to confidently engage individuals and groups.

Desirable:

- Understanding of cask ale
- Demonstrate a sales call process
- Worked in the On-Trade in a pub/bar/restaurant desirable
- Prior cellar management experience.

Our Culture

At Timothy Taylor's, quality is everything - in our beers, our people and the way we work. We are professional but down-to-earth, structured but friendly. We avoid unnecessary bureaucracy and focus on doing things properly - with integrity, precision and pride.

What We Offer

We believe great work deserves great rewards. As part of the Timothy Taylor's team, you'll enjoy a comprehensive benefits package designed to support your wellbeing, work-life balance and long-term development, including:

- Competitive salary (dependent on experience)
- 25 days' holiday, plus bank holidays
- Company car
- Workplace pension
- Annual sales bonus scheme
- Profit share bonus scheme
- Private healthcare (family option) and life cover
- Annual Occupational Health assessments
- Life insurance
- Company sick pay
- Family-friendly pay policies
- WeCare: 24/7 GP, mental health support, fitness programmes and nutrition guidance
- ToothFairy: dental app, offering instant access to real UK dentists
- Staff discount in our managed pubs
- Cycle to Work scheme
- Professional development support
- Branded clothing

Interested?

If you're passionate about great beer and building strong relationships, we'd love to hear from you. For further details and to apply, please contact our recruitment partner: **JS**

Search & Selection – jack@jssearch.co.uk.