

# Welton Bibby & Baron

packaging manufacturers since 1858



**Welton Bibby & Baron** is the UK's largest manufacturer of paper bags and a market leader in providing sustainable packaging solutions, including paper, polythene, recyclable and green options. The UK's biggest brands and retailers rely on us as a supplier of world-class products, range and service, offering innovation and reliability.

Our modern production facility, innovative product development, flat hierarchies and streamlined decision-making processes make this family-owned business an exciting and successful place to work.

Our philosophy is to treat our 400+ colleagues with respect, keep them safe, and always adhere to the Ethical Trading Initiative. We are committed to using resources in an environmentally responsible way, and our can-do attitude has helped us secure a significant market position.

*Are you a self-motivated individual looking for a new challenge?*

*Start your sales career or give it a boost as a*

**IF YOU HAVE SEEN A PAPER BAG  
WE CAN MAKE IT**

## *Business Development Manager* (m/f/d)

### **Your tasks:**

- Sales of bespoke packaging solutions (flexible packaging): Sales support and expansion of product ranges in existing accounts, as well as acquisition and development of new customers, mainly in the food and beverage industry
- Identifying new business opportunities, including new markets, new clients, new partnerships or new products and services
- Representing our company and innovative packaging concepts successfully
- Creating sales strategies, and working actively towards successfully reaching them
- Conducting phone and video calls, and in-person meetings with clients at a senior level
- Reliably handling of day-to-day operations (pre- and after-sales)

### **Your advantages:**

- Industry-leading salary and an attractive commission scheme
- Fully expensed German company car
- Excellent working environment
- 25 days holiday plus bank holidays
- A convincing range of innovative products and renowned customers

### **Your profile:**

- Bachelor's degree in Business Administration, Economics or Marketing, or an equivalent qualification
- Minimum of two years' proven experience in account management or developing and maintaining new business in B2B
- Successful experience in a field sales role
- Strong experience with working with targets/KPIs
- Passion for sales and strong communication skills
- A resilient self-starter with a strong focus on results
- Comfortable presenting and negotiating at all levels from shop floor to boardroom
- An understanding of manufacturing processes is advantageous
- This position requires an office presence in Westbury, Wiltshire

- Full-time permanent position (34.5 hours per week)
- Contributory company pension
- Exceptional long-term personal growth potential within a financially solid, ambitious, multinational family-owned company
- Ongoing support, training, and development

