An amazing opportunity to use your business development skills to make a real difference.

Apply your brilliant business development and account management skills into a role with purpose. Helping hotels and restaurants in the UK make a sustainable choice in water service, whilst helping to accelerate the growth of Belu filtration for us to create more positive social and environmental impact and make the world a better place.

As a rapidly growing and market leading social enterprise this is a chance for you to truly make a difference in the world.

You will thrive in a small business, get excited by new opportunities, have excellent relationship, organisational and communication skills, be able to work at pace, deal with ambiguity and you love to deliver excellent levels of service.

The Filtration Team at Belu is responsible for building our filtration customer base and managing all our existing filtration business, working in partnership with some of the best known and respected names in the UK’s restaurant, hotel and catering industry, who care about people and the planet.

Our water story

Belu is an award-winning ethical business and a leading UK social enterprise. Our purpose is to demonstrate that there is a better way to do business.

We help the UK’s Hospitality Industry with sustainable water service including bottled mineral water, filtration systems and refillable bottles. We take an environment-first approach to business and invest 100% of our profits into our partnership with WaterAid to help people worldwide get clean water, decent toilets and good hygiene. To date that’s over £4 million, transforming the lives of over 270,000 people.

Belu partners with a range of hotels and restaurants including Belmond Le Manoir aux Quat’Saisons, Firmdale Hotels, Ace Hotel, Kricket, Levan, Drake & Morgan Group, Cafe Rouge, Limewood & The Pig Hotels, Gail’s and Zizzi.

We set the highest environmental benchmark for our industry and are committed to continually reducing our environmental impact, recognised in our receiving the Queen’s Award for Enterprise: Sustainable Development.

Our achievements are dependent on successful and sustainable trading as 100% of Belu’s revenues come from trading. As a small and agile team, we have grown the business to £6m turnover and we are on track to hit the milestone of generating £1m profit per annum to transform lives worldwide with clean water, decent toilets and good hygiene through our partnership with WaterAid.

Your story

We’re looking for experienced, resourceful and commercially astute individual. You need to have a proven track record of proactively finding and converting new business opportunities. Ideally you will have knowledge and experience gained in the food and drink, hospitality, consumer goods, retail or wholesale sectors, however this is not essential.

You will have experience of successfully managing customer and partner relationships, generating income growth and delivering excellent, customer-centric account management.
You will be experienced and adept at managing external relationships and building long-term partnerships that benefit all parties.

Most importantly our values (appendix 1) will resonate with you, and you will be able to naturally live most of them, most of the time.

**You will be responsible for:**

- Growth of the Belu filtration business
- Managing the complete sales cycle; identify, qualify and close opportunities.
- Deliver high quality customer account management.
- Managing your time effectively to meet tight deadlines and ambitious goals.
- Developing direct relationships with major customers in the hotel, restaurant and catering sectors.
- Managing inbound sales enquires.
- Working closely as part of a team to ensure revenue targets are being met.

**Essential skills, qualities and experience:**

- You are a natural do’er.
- Instead of watching opportunities pass you by, you find new and creative ways to achieve revenue goals.
- Proven record of proactively developing new business leads and managing customers.
- Meeting and exceeding targets.
- An inquisitive nature and a good listener.
- Up for being part of a small team and happy to be both strategic and hands on as required.
- Highly organised, resourceful and resilient – definitely a cup half full, can do attitude.
- Able to spot an opportunity and build long term partnerships.
- Excellent communication skills and ability to manage internal and external relationships and stakeholders, on the phone and in person
- A passion for the UK hotel, restaurant and catering industries would be beneficial but direct experience is not essential.
- Able to manage their workload with minimal supervision and move from task to task quickly, prioritising as things change, taking responsibility for their own workload and being accountable.
- Comfortable working in a business where members of the team often work remotely.

**Based:** Belu enthusiastically supports remote, part time and flexible working—so wherever it makes most sense to be. Noting that our HQ is near Farringdon and many of our filtration customers and new business opportunities are based within London and the M25, and across the UK so frequent travel is required often at short notice.

**Salary:** This is a full time role. Basic salary of up to £50k for full-time with additional benefits as part of the overall package and a feeling of purpose, reward and job satisfaction way beyond the financial.

**Applications:** To apply for this role, please submit a CV and cover letter explaining how you fit with the role and our values to recruitment@belu.org. Closing date for applications Monday 9th March 2020.

For further questions, please contact recruitment@belu.org. Strictly no agencies.
Appendix I - Our Values

Balancing our impact

We think, environment first, always. Balancing our impact on the planet with a sustainable business model whilst maximising our social aims, delivering an overall net positive result. We consider our environmental impact in everything we do, continually looking for ways to remove or reduce it. We look for opportunities to inspire and influence others by setting new standards for what good business looks like.

Good for our customers and partners

Through doing good business and being good to do business with we can have a greater overall positive impact. This means us taking the lead in creating constructive and productive partnerships and collaborations. We can achieve much more by working with others than we can ever do on our own.

Ethical, transparent and not afraid to be different

We work in the most transparent and sustainable ways possible, holding ourselves and our partners accountable for ensuring our ethics are not compromised. We are not afraid to be different from other organisations and many times have found success comes from countering instead of following.

Investing not spending

We measure and prioritise carefully, investing our money and time in the activities that have the greatest outcomes. Our investments must be sustainable because we are a business, not a charity. Being frugal encourages us to be resourceful and creative, finding solutions and making big things happen with small sums of money. We know that £15 can transform a life long term and view all investment decisions through this lens.

Entrepreneurial with high standards

We are willing to try new things and take calculated risks in order to succeed. We identify opportunities that are aligned with our strategy and act on them with pace. Inevitably we make some mistakes and value the chance to learn so we can quickly correct and not repeat them. We never settle for ‘good enough’, and are always determined to achieve high standards, even when doing so is hard.

We all take accountability

We are a deliberately small team and need to work hard, together, to achieve our ambitions. Doing so with mutual trust and respect, always willing to challenge and support each other. We value the unique talents, skills and experiences that we all bring and are open-minded to continually learning. It is only us that can make a difference in this organisation and we do so by willingly taking accountability.