

# Business Sale/Purchasing Manager - Wholesale Cash & Carry

## Company

One of Birmingham's most successful food businesses has created a new opportunity for a Business Sale&Purchasing Manager to join the team. Privately owned, the company currently has a turnover of over £20m across the Retail, Wholesale, Cash & Carry and Foodservice channels. Following significant profitable growth over recent years, the business is looking to appoint an ambitious Business Sale&Purchasing Manager to drive and further develop their longstanding trading relationships across the Wholesale Cash & Carry channel within London, South East England & Scotland. Role As a Business Sales&Purchasing Manager, you will be responsible for driving sales across a portfolio of instantly recognisable brands. Your customer portfolio includes Wholesale and Cash & Carry customers across London, South East England and Scotland.

You will be responsible for purchasing and selling as well as contributing to the overall success of the team. This role allows a high degree of autonomy in the execution of the strategy & requires an individual with a strong drive for results, excellent priority setting, a customer-centric attitude & a creative approach to unlocking distribution opportunities in an established and new customer base.

Requirements To be considered for this role you must be a driven and dynamic individual with sales experience, and good knowledge about the actual market, high-quality products most wanted brands on the market. It is important you are self-motivated and driven to deliver results.

The business is looking for a loyal individual that wants to be a real part of the company's long-term plans and growth strategy. A minimum of 3 years experience as a sale manager and also good relations with the supplies across the country can be a high advantage.

Location this is a home-based role with frequent travel to customers all over the UK. Benefits - £30,000 to £36,000 (negotiable), bonus, £6,000 car allowance, medical cover and pension If you would like any further information on this position, please contact Ahmeh... on 01xxxxxxx or apply directly at [www.xxxxxxxcash&carry.co.uk](http://www.xxxxxxxcash&carry.co.uk)

# *Curriculum vitae*

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## PERSONAL STATEMENT

A hard-working, knowledgeable and target-oriented Sales Manager with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales. Skilled in bringing out the best in staff; able to manage effectively and recruit talent. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines. Driven to succeed; a valuable addition to a forward-thinking company with strong opportunities for progression with good knowledge about the market in UK and Europe and also in good relations with important suppliers all over the world.

## KEY ACHIEVEMENTS

- Company: Boost the sales in the company with over 12.73% 2021-2022
- Company: successfully add new items in the company with good profit margins and good seller
- Company: managed to find new suppliers who provided better quality products with better prices

- Company: Build a good relationship with suppliers, wholesalers and retailers all over the country and Europe
- Company: Manage to push all third-party suppliers away and make new beneficial contracts with factories and replace key products in the market with unique and high standards products (pizza flour, chicken burgers halal and non-halal burger buns and ready-made pizza sauce)

#### EMPLOYMENT HISTORY

- **2015– Present Caspian cash&carry General Manager**
- Responsible for sales and purchases
- Employing staff
- Manage delivery routes
- Dealing with the customers and suppliers
- Dealing with staff directly and indirectly

#### **2014-2015 Salesman Giro cash&carry**

- Responsible for finding new customers and dealing with them personal with high sales per month of 571k
- Dealing with the customers

#### **2011 – 2014 service engineer hard and soft Virus computer Turin Italy**

- Responsible for fixing computers' hard and soft, fixing programs and virus cleaning

#### **2008-2014 professional photographer at Puro Studio for fashion and events**

#### **Education**

- 2022 present trinity university of Wales Skills at the workplace
- 2020-2021 GCSE English and maths Mathew Bolton College
- 2009-2011 computer course hard and soft It Cilo Turin Italy
- 2008-2009 photography class Luca de Nardo school Turin Italy
- 2005-2009 Economics university finance SSA Università' Degli Studi Di Torino, Turin Italy

#### **ADDITIONAL SKILLS**

Software:

- Microsoft Office (PowerPoint, Word, Excel and Outlook), Photoshop, Lightroom  
Languages spoken  
Fluent in: Farsi, Italian, English and Romanian with good knowledge of French and Spanish  
Good time management, team worker with great abilities to adapt and communicate
- INTERESTS
- Reading, mountain climbing, travelling and mountain biking photography
- REFERENCES ON REQUEST

## ***Cover Letter***

***24/10/2022***

***26 Holyhead Lane Way, Handsworth***

***Birmingham b210lt***

***0121xxxxxx***

***xxxxxxx@gmail.com***

Dear Mr Ahmed

In response to the posting for a Sales Manager at X cash&carry, I am writing to demonstrate my interest in this position. Based on my many years in sales, marketing, management, and customer service, I believe that I have the necessary skills and qualifications to fulfil this role. I am both proficient and competent in my skills and Knowledge

As the present Sales Manager at XXXXX cash&carry, I have had experience in recruiting, training and developing

my sales team nationally. I understand what it takes to manage a team, develop strong relationships with clients and suppliers efficiently meet sales and purchasing criteria, and maintain a vibrant and ambitious attitude as a representative for my company.

For the past 7 years as the Manager of Sales, I persistently exceeded expectations and generated sales profits of at least 1.7% per fiscal quarter. I am confident in my abilities to do the same and perform well for XXXXXXXXX cash&carry. I've successfully applied strategic sales and operations to my team, applying effective sales tactics that have proven to exceed quotas. With this managerial background, I can certainly achieve the same as a Sales Manager for XXXXXXXXX cash&carry.

I understand that XXXXXXXXcash&carry is growing rapidly in the food industry, and you need a person who is capable to adapt quickly to the market of new customers out of Birmingham into eed that's why I believe with my skills and the years of experience I gain in this trade I will be the perfect candidate for your company.

It is with great interest and enthusiasm that I apply for this position. With my strong work ethic and pro. activeness, I believe that I can contribute tremendously to XXXXXXXXcash&carry. My sales and managerial background, in addition to my European market knowledge, makes me the perfect candidate for this job.

Thank you for your time and consideration. I sincerely hope you will allow me the opportunity to prove my skills and experience through an interview. I look forward to hearing from you.

Yours Sincerely Elvis Liviu Nassri Basti

