



Export Research Graduate (18 month contract)

Work base: Crust & Crumb Bakery Ltd, Europe, Switzerland

Direct Report: Group Commercial Manager

Functional links with: Colleagues, Managers, Directors, other employees, Customers and Auditors

Hours: You will work full time 40 hours per week. Flexibility is required with this role and extra hours or unsociable hours may be required from time to time.

The Role:

- An 18 month contract with Crust & Crumb Ltd.
- Be enrolled on a course to obtain a Post Graduate Diploma in International Marketing delivered by the University of Ulster.
- Have a pass degree in a Food Management, Business, Business Management, Supply Chain Management, Business Innovation, Food Marketing, Food Industry Management or an Agri-Business related degree.
- Be a recent graduate, with 'recent' defined as having graduated in the last five years.
- Ability to speak a European Language would be advantageous.
- Report to the Group Commercial Manager.
- The first 6 months of the role you will spend time in and learn each Business Area/Department. You will learn each product and how these are produced. You will learn each of the companies Business Partners/Customers. You will at all times nurture and maintain a professional relationship with all current and prospective Business Partners/Customers.
- The last 12 months of the role you will travel to various locations/businesses throughout Europe and Switzerland researching and identifying new avenues of business for Crust & Crumb Ltd. Base in Europe to be confirmed.
- You will report on a daily basis to the Group Commercial Manager on all findings, highlighting potential new customers and business leads.
- You will keep a weekly log of all work/research carried out. You will share this weekly log with your company Mentor on a weekly basis.

- You will carry out a project as part of your Graduate Diploma for both the University of Ulster and Crust & Crumb Ltd. A copy of this must be submitted to Crust & Crumb Ltd for approval before final submission to the University of Ulster.
- You will be a key member of a Team reporting to the Group Commercial Manager with a responsibility to assist in driving new revenue streams across all areas in line with Crust & Crumb's budget assumptions by maximising performance of current partners and developing new opportunities for new markets, business and growth.
- You must have a pre-existing legal status to live and work in Northern Ireland.
- You need a full current driving licence.
- You must have an up to date passport.
- Willing to relocate outside Northern Ireland for up to 12 months and have appropriate language skills for that market.
- Any other duties as requested by the Group Commercial Manager.

Skills

- Excellent communication skills.
- Excellent presentation skills.
- Excellent IT skills.
- Ability to identify issues and areas for improvement through analysis.
- Strong commercial acumen and business understanding.
- Ability to manage both internal and customer relationships.
- Team orientated.
- Excellent negotiation skills.

Other

This job description may be subject to change.

Please note that Invest NI will not support the employment of family members or shareholders.