



Job Title: Business Development Officer: Account Management

Reporting to: Head of Corporate Sales

Responsible for: N/A

Hours: Full time with flexible working

Salary: Circa £30,000

Location: Hybrid/Remote

The Vegetarian Society is the UK's original and leading voice for the vegetarian and vegan movement. Our aim is to inspire and support everyone to move towards more sustainable and cruelty-free choices in their lives because kindness counts. Through our education and engagement programmes to campaigning, policy work and product accreditation, we strive for a a better life for animals, for the plant and for us.

We are now looking to recruit a Business Development Officer, a position which will play a crucial role in engaging and inspiring more people to join us and support our work.

Working in a small but highly motivated team, you will help deliver on our mission by managing relationships with existing clients. You'll maintain regular contact with a wide range of clients, resolving any queries they have as well as offering additional support. You'll keep them informed of relevant products and services, cross-selling, up-selling and renewing. You'll maintain records of all conversations on our CRM system.

Ideally, you will be somebody who is determined, analytical and enjoys communicating with people. You may have developed your knowledge through a sales qualification, but you will definitely have proven yourself already in a sales or account management role. You will enjoy working in a busy but engaging and supportive team environment.

In return, you will gain the satisfaction that your work is contributing to a better future for animals, people and the planet. And as an employer we offer a range of benefits, including the opportunity to work remotely, flexible working hours, healthcare cashback scheme, generous leave allowance, cycle to work scheme and an ethical pension scheme.

We are committed to putting equity, diversity and inclusion at the heart of everything we do and we actively encourage applications from all backgrounds and communities.

**If you feel ready to take on the challenge, meet the criteria set out in the person specification and are confident in undertaking the role; we'd love to hear from you, and look forward to reading your application.**

### **How to apply**

**To apply for this post, please send a letter detailing how you meet the criteria set out in the job specification along with your CV to [Nina@vegsoc.org](mailto:Nina@vegsoc.org)**

**The closing date for applications is 9:00 a.m. on Monday 31 March. Interviews will be held on week commencing 07 April.**

The Vegetarian Society is committed to providing equal opportunities for everyone regardless of their background. Recognising that people from certain backgrounds are under-represented in this sector, we are particularly keen to receive applications from people of colour, people with disabilities and people who identify as being LGBTQ+.

If you have any queries regarding the post, please email [Nina@vegsoc.org](mailto:Nina@vegsoc.org)

