

Business Development Officer - Fisheries/Seafood Industry/Commercial

As a Business Development Officer your responsibilities will be:-

- Report directly to the CEO and work as an integral part of the management team.
- Develop and promote strategic policies to inform the CEO in support of the fishing and processing industry at Peterhead.
- Establish a network of contacts, colleagues and associations to ensure you are always conversant with the latest ideas, regulations, developments and trends within and affecting the fishing/processing industry.
- Create leads and capture opportunities by working closely with various Industry, Government departments, Local Authority and National bodies.
- Establish and maintain strong relationships with existing clients ensuring that they receive excellent customer service, maximise retention utilising your unique knowledge of their needs.
- Understand corporate social responsibility (CSR) and how it is applied to the fishing/processing industry.
- Identify changes in the market dynamics and adjust strategy accordingly.
- Attend conferences, industry meetings and workshops, deliver presentations and represent PPA to generate interest and leads.
- Support the CEO and management with the supply of data and market intelligence.
- Be the individual people seek out for problem-solving, improvements and ideas to ensure Peterhead retains its position as the premier fishing port in the UK.
- Assist with any other business development opportunities instructed by CEO.

As a Business Development Officer, you will have:-

- Experience of bespoke solutions and the ability to deliver appropriate solutions to customer needs.
- Previous business development experience.
- Experience in preparing and executing strategic plans.
- High impact – be a fluent presenter with an engaging and compelling style.
- Committed, hardworking, creative thinker.
- Excellent communication skills together with a proven ability for public speaking.
- Ability to influence key decision makers and to challenge when necessary.
- Ability to multi-task, work under pressure and use own initiative; resourceful.
- Be excited at the prospect of making a positive contribution in the fishing industry.
- Ideally have previous experience in the fishing life, seafood and processing industries.