

**GOODWOOD**

**The Role**

The **Home Farm Wholesale Food Manager** will be part of the Home Farm food and farming team and will report to the **Estate Managing Director.**

**About us**

At Goodwood, we celebrate our 300-year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 11,000 acres of West Sussex countryside, and our story both play significant roles in Goodwood’s success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

**Passionate People**

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood.  We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the “**world’s leading luxury experience.**”

**Our Values**

**The Real Thing Derring-Do Obsession for Perfection Sheer Love of Life**

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| Always inspired by Goodwood’s heritage | Daring to surprise and delight | Striving to do things *even* better | Sharing our infectious enthusiasm |

**Purpose of the role**

To lead our Home Farm Food Wholesale business and ensure its smooth, profitable and efficient running. To be pivotal in leading the production, sales and delivery of Home Farm Food products so that we meet and exceed the expectations of both our internal and external customers.

**Key responsibilities**

* Take budgetary responsibility for the Home Farm Wholesale Food business, managing both revenue and costs to deliver the budgeted profit.
* Take line management responsibility for the Home Farm Wholesale Food team to include:- Senior Butcher, Dairy Processing Manager, Cheesemaker, Delivery Drivers, Farm Shop staff and Office Assistant.
* Work closely with the Farm Manager on a regular basis to plan the supply of farm produce.
* Oversee deliveries from Home Farm to ensure successful and efficient processing.
* Work with the butchery, dairy, cheese room, Hepworths brewery and Chilgrove Distillery to plan production and ensure an appropriate and continued supply to meet the needs of our varied customer base.
* Ensure that all food produce is compliant with the relevant statutory hygiene and quality standards, as well as the Soil Association Organic Standards.
* Liaise with existing customer groups to understand their needs and ensure successful fulfilment of their orders. This includes Goodwood’s Entertaining and Hospitality business, Events catering partners, a milk wholesale co-operative, third party wholesale customers and the Goodwood Farm Shop.
* Manage all wholesale customer relationships – from new customer introductions to include credit reference, account set up, order fulfilment, account maintenance and follow-up.
* Review and benchmark all product prices regularly to optimise financial performance.
* Lead the innovation of new/improved food produce and appropriate Farm Shop products.
* Seek out new business opportunities and new customers.
* Liaise with Goodwood Finance Department regarding all matters financial and in particular with regard to ensuring prompt payment from debtors; KPI preparation, stock reports, cashing up.
* Oversee all administrative processes for Wholesale and Home Farm Food team.
* Be an ambassador for Home Farm Food, attending Goodwood, local and national events.

**Qualities you will possess**

* Passion for what you do
* Positive and friendly with a “can do attitude”
* Attention to detail
* Ability to prioritise and organise
* Proactive
* Take responsibility for your team
* Confident to make decisions and to stand by them
* Good negotiation and influencing skills
* Excellent communicator and people management skills
* A sense of fun!

**What do you need to be successful?**

* Evidence of managing and leading a team
* Good experience in a similar role
* Understanding and meeting the needs of a wide range of customers
* Knowledge and understanding of farm-based food production, including butchery, dairy, beer and gin
* Understanding of VAT calculations and how they are applied
* Understanding of purchase ledger, sales ledger and petty cash including invoice processes
* Understanding of budgets, coding and analysis, stock control
* Experience and confidence in using different IT systems