



Job Description: Commercial Development Chef

Hopwells is a diverse and expanding family of companies that crave culinary intervention as well as innovation – we're serious about our food and about our key market position of being The Caterer's Choice: -

- ♥ Are you a doer – with proven experience in culinary developmental work?
- ♥ Can you inspire a diverse audience to believe in your ideas and take them into the field?
- ♥ Are you a creative food stylist that can present cover shot photography work?
- ♥ Can you record your development in recipes, write a book and calculate costs?
- ♥ Can you attract an audience with your enthusiastic culinary flair at exhibitions?
- ♥ Do you have the power to create award winning showstoppers to put us on the master bakers map?

With over 4,000 top-end products in our portfolio, we offer our customers tailored solutions, helping them to grow their own hospitality business by doing what they love.

Immersing yourself in our world is both dynamic and exciting; It involves developing our product ranges alongside presenting your culinary flair and creative, gastronomic concepts to our diverse customer base at both exhibition and client presentation levels.

We have ambitious growth plans including developing our in-house, hand-crafted dessert business; re-inventing our recipes and creating new products that will set new trends. You'll need to know your crumb from your cream, your whisk from your spoon and your costs from your sales to help our new, commercial dessert venture grow exponentially.

This is a brand-new opportunity that is both kitchen and office based in our Nottingham, Castle Donnington & Sheffield Depots, but will also include travel around our estate and client base.

In return for your culinary genius, dedication and exciting food-based project management, we offer a rewarding package, including a car with an upwards sliding salary, dependant on experience and ongoing, demonstrative performance.

Key Responsibilities:

- Lead in the EPD & NPD product rationalisation programme for our in-house, commercial dessert business.
- Work alongside the leadership team to drive each EPD / NPD pipeline, ensuring you bring a diverse perspective to the table, by innovating product ranges to revitalise existing collections alongside creating new concepts, costed recipes and menus with full nutrition, allergen, calories and carbon footprint details.
- Prepare tasters, set up and deliver professional internal and external product panels for EPD, NPD or benchmarking, cooking up supplied products where relevant and documenting the conclusions, preparing action plans and activity agendas.
- Develop processed meat products in conjunction with our own, in-house commercial butcher's department.

- Add value for our customers by showcasing product versatility across multiple brand and artisanal products; interpreting food trends into appropriate and commercially viable product development, supporting sector-led innovation opportunities.
- Work with colleagues to facilitate showstopping exhibition presence at various industry events throughout the country.
- Support small suppliers to showcase their product, exciting our customers with new trendsetting menus.
- Support the marketing function to develop applicable food content, photography and video graphics.
- Provide product benchmarking and insights. Create Market Data to support the Commercial Dept to search for new-to-market food ideas and food product ranges.
- Support in the production of on-line and off-line cross selling promotions, by collaborating with all elements of the business including fresh, frozen, chilled and ambient food ranges.
- Maintain our production lines and development kitchens to appropriate food safety and H&S levels. Manage data inputting and costing of all recipes in our central drives, using Erudus and Merlin software.

Essential Requirements

- Qualified chef – restaurant or manufacturing experience.
- An open passion for food with an inherent interest in the food industry itself.
- Culinary skills, appetite, creative flair & a determined persona.
- Enthusiasm to learn and grow into the role and our family of companies.
- Able to demonstrate knowledge and know-how in an ever-changing food scene.
- Be an "influencer" and excitedly mentor our sales team, equipping them with knowledge and enthusiasm to convert product insight into quantified sales.
- Be confident in dispensing presentations and speaking in front of groups of people in an expressive manner to get concepts across effectively.
- Be able to demonstrate a broad knowledge with an understanding of a wide range of cuisines and food styles from around the globe.
- Competent in Excel, Word and PowerPoint and be in possession of a clean UK driving licence to support with regular weekday travel.

Job Type: Full-time, Permanent.

Salary: £29,000.00-£34,000.00 per year

Education: GCSE or equivalent.
City & Guilds 706/1&2 or comparable qualification.

Licence/Certification: Driving Licence Essential.

Interviews: All shortlisted candidates will be asked to present a practical skills example of their work, to a prescribed brief alongside a conventional face to face interview – Interviews will be held W/C 29th January at our Sheffield Depot.

Start Date: ASAP following successful application, interview and skills testing.

Line Management: Tracie Bere – Marketing Department.