

# Little's

ESTD 1966

## About us

We are Scotland's largest chauffeur drive operator, with over forty luxury cars on our fleet, and bases in Glasgow, Edinburgh and Aberdeen. From our Headquarters in Glasgow, our experienced reservations team also organise chauffeur-driven cars for our clients across the UK and Worldwide – a truly global operation.

Little's is a second-generation family business, and despite our huge growth over five decades, those traditional values are still at the core of everything we do. We offer a friendly, welcoming, and inclusive workplace, truly value each and every one of our team, and have a commitment to leaving a lasting legacy for our people and the environment.

## Our Values

- We are Tenacious and Resilient: We tackle challenges head-on and persist until we achieve our goals.
- We are Collaborative and Innovative: We work together to find creative solutions and continuously improve our services.
- We are Respectful and Always Do the Right Thing: We operate with integrity and treat everyone with respect.
- We are loyal: We build lasting relationships with our clients, colleagues, and partners.
- We go the Extra Mile: We strive to exceed expectations in everything we do.

## About the role

### The Role:

We are seeking a Business Development Manager with a strong background in corporate and agency sales to join our dynamic Sales & Marketing team. This role is pivotal in expanding our client base across corporate accounts, travel management companies (TMCs), entertainment sectors, and Scottish hotels.

Your primary focus will be promoting Scotland as a premier destination for luxury chauffeur services, while cross-selling our global chauffeur solutions to UK-wide and international clients. You will also lead a strategic project to grow our client base in Aberdeen following our recent acquisition.

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We are open to this being a **hybrid role**, requiring weekly reporting to our Glasgow HQ and UK travel every 2–3 months (or more) to meet clients and strengthen relationships.

## **Key responsibilities.**

- Develop and execute targeted strategies for corporate clients, TMCs, entertainment sectors, and Scottish hotels.
- Promote Scotland as a luxury destination while cross-selling our global chauffeur services.
- Identify and secure new business opportunities across Scotland and the UK.
- Manage the full sales cycle from prospecting to closing.
- Build and maintain strong relationships with key accounts and decision-makers.
- Lead a strategic project to grow our client base in Aberdeen.
- Analyse market trends and competitor activity to inform pricing and positioning strategies.
- Prepare and deliver compelling proposals, pitches, and presentations tailored to client needs.
- Maintain accurate records of all sales activities using our CRM system.
- Coordinate with internal teams to ensure seamless onboarding and contract implementation.
- Support PR and brand strategy for key projects and developments.
- Monitor KPIs and report performance metrics to senior leadership.

## **About you**

### **The Person:**

- Proven track record in corporate and agency sales, ideally within luxury hospitality, travel, or tourism.
- Experience managing and nurturing relationships with corporate clients, TMCs, and entertainment sectors.
- Commercially astute, confident communicator, and skilled negotiator.
- Well-presented, detail-oriented, and passionate about delivering exceptional service.
- Comfortable working in a fast paced, dynamic environment with multiple priorities.

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Your core working hours will be Monday – Friday with the expectation that you will be flexible with your time depending on the needs of the business and client meetings/ events.

## **Company Benefits**

- Christmas Bonus
- Loyalty Holidays
- Buying Extra Annual Leave
- Cycle to Work Scheme
- Sick Pay
- Employee Rate Transfer
- Company Social Events
- Paid Volunteer Time
- Life Assurance
- Company Pension Scheme

## **Apply Now:**

If you are a motivated and results-driven individual with a passion for business development in the luxury sector, we invite you to join our team at Little's Chauffeur Drive. Apply today to be a part of our journey to further establish our presence in Scotland, and globally.

Little's Chauffeur Drive is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

**Job Type: Full-time**