

# KILTANE

## Business Development Executive

We are looking for a Business Development Executive (Mandarin speaking) to join our team!

Kiltane is a proud Scottish business known for its luxurious cashmere, fine woollens, and tweeds. Born in Edinburgh in 1989, Kiltane is recognised as being a leading retailer of the best from Scotland. Having grown organically and through acquisition, we now trade in 15 locations throughout the UK.

Kiltane is ideally placed to expand both within the United Kingdom and internationally.

Kiltane has retail presence across the United Kingdom in prestigious locations, including nine stores a stone's throw from Edinburgh Castle, in the heart of the Scottish capital's world-famous Old Town

### About the job

As Business Development Executive, you will work closely with all operations in developing and implementing marketing and business strategies to increase sales, develop new customer connections and forming partnerships.

The position is full time and based in both Head office and store locations Edinburgh.

### Key Responsibilities:

- Developing and implementing a marketing and business strategy to increase sales, including methods for increasing foot traffic, developing new customer connections, and forming partnerships.
- Collect and analyse market information and competitor analysis, identify problems, and propose corresponding solutions.
- Coordination of various retail activities and management of in-store events.
- Capable of acting as a brand ambassador, communicating the brand narrative effectively, and cultivating strong customer and business connections.
- Cooperate with departments to process and feedback market information in a timely manner, improve operational efficiency, and improve customer satisfaction.

### About you:

- Experience in sales & account management and a proven track record in business development and client management.
- Excellent networking skills. Connections with local merchants will be a bonus.
- High adaptability to change and ability to execute quickly.
- Strong negotiation skills, communication skills, and problem-solving skills.
- Able to work well with others and build relationships.
- Dedication to provide high standard of customer service.

---

KILTANE LIMITED | WEST EDINBURGH BUSINESS PARK | 9-13 MARNIN WAY | EH12 9GD

TEL: +44 131 220 6688

[www.kiltane.com](http://www.kiltane.com)

---

# KILTANE

- Familiar with computer operation, skilled in using Microsoft Office Software.

**We offer:**

- Full time & permanent employment (subject to 3 months' probation period)
- Competitive salary
- 27 days annual leave and 4 public holidays
- Staff discount

---

KILTANE LIMITED | WEST EDINBURGH BUSINESS PARK | 9-13 MARNIN WAY | EH12 9GD

TEL: +44 131 220 6688

[www.kiltane.com](http://www.kiltane.com)

---