

Head of Business Development (Restaurants and Bars)

Our mission:

We are on a mission to:

1. Make dining a more rewarding for thousands of business professionals
2. Stop the race to the bottom by creating a viable alternative to mass discounts at chains, helping restaurants to attract high-spending diners and turn them into repeat customers
3. Expand our business across the UK at a fast growth rate

Who we are:

[LUX Rewards](#) is a fast-growing startup that provides corporate professionals with luxury rewards when they drink and dine in our featured restaurants and bars. Users simply take photos of receipts in our mobile app and then can earn a massive 10% value back in reward points. They can redeem these points on spa days, bottles of champagne and more.

Journey so far:

- Raised over £200,000 of investment from Crowdcube, Angels Den and Just Eat
- Participated in multiple accelerator programmes: Natwest, Just Eat and SETsquared
- Expanded from Bath to Bristol and then London, with over 250 featured venues
- Over £100,000 has been spent by our users in our venues

Join these friendly faces:

James and Jess are Co-Founders in LUX. We both went to the University of Bath and have caught the startup bug. Jess is super creative, loves plants and spent a year travelling all around the world. James is the strategy man, enjoys going to the comedy and loves nothing more than playing tennis in the sun. Positivity and energy are in ample supply.



Where you could fit in:

In this role, you will be responsible for developing relationships with our restaurant and bar clients, negotiating contracts and closing deals. We will depend on you to conduct market research and develop a strategic business development plan as the company scales. Travel throughout the United Kingdom, particularly Bristol and London is required for this position.

Key attributes:

- Ambition and drive to grow a business unit from the ground up
- Independence and proactivity to take on a challenge and over-deliver
- Positive attitude and creativity to find innovative solutions to problems
- Adaptability and determination to embrace challenges and 'get your hands dirty'

Desired experience:

- Business development and account management, B2B marketing is a bonus
- Knowledge and connections within the hospitality sector
- Experience of working in a startup or growing out a new initiative

Primary activities:

- Discover: Identify potential clients and complete appropriate research on them
- Outreach: Capture their interest via B2B marketing and field sales activities
- Win business: Tailor your pitch to the clients' needs and explain the benefits of LUX
- Maintain relationships, problem solve and upsell where possible
- Become an expert on our business's products, processes and operations
- Remain up-to-date on restaurant industry news and build partnerships
- Introduce and implement processes as the company scales across the UK

What's in it for you?

- Opportunity to push yourself out of your comfort zone and learn something new every day
- Flexible working hours and autonomy
- Central office space and access to the startup community in the [Natwest Accelerator](#)
- Substantial role in a startup that has received over £200K of investment and is scaling
- Work alongside a friendly team and accelerator community, with regular social events
- 6 days per year dedicated to charity work or personal development
- And (obviously) a competitive salary, pension and potential share options

Interested? Here are your next steps:

Download the [LUX app](#) and use the code 'workwithus'. Check out our [website](#) and watch [Jess deliver our pitch](#). Then, send over an email to james@luxrewards.co.uk with your application. We look forward to hearing from you!