

Australia Jobs Expertini®

Sales Representative - South West - Western Australia

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Company: NGARE EMPLOYMENT SOLUTIONS PTY LTD

Location: Australia

Category: other-general

Brownes Dairy has an exciting opportunity for an energetic Sales person who is located in the South West of Western Australia. This person will be an integral part of our business working with our Route and HORECA (hotels, restaurants and cafes) team. You will thrive due to having a resilient growth mindset, you're driven to exceed targets and your role is critical to help set us up for success. With a diverse portfolio of award-winning fresh dairy products including milk, cream, yoghurt, flavoured milk, cheese, juice and desserts, our products are a household name in WA and are sold nationally and internationally. Community is at the heart of what we do as we collect over 150 million litres of milk each year from more than 50 dairy farming families located in WA's pristine South-West region. All of our Brownes Dairy products are made in WA. We are fiercely protective of our environment, pride ourselves on being a leader in sustainability and our free school tours program sees thousands of school children learn about the benefits of dairy. You will report into the Channel Manager for Out of Home and will be responsible for the management of a designated geographic territory in the pristine location of the South West of WA. The key objective will be to work with our customers to become their number 1 dairy supplier of choice. Responsible for driving ranging and shelf space of Brownes brands and other brands that we look after (e.g. Hunt and Brew, Emma and Tom's, Alternative Dairy Company) with our current customers as well as identifying and developing new customers throughout the territory is crucial to our success. Who are you? You know how to: Create and propose solutions when challenges arise Prioritize and be resilient as no day is the same Achieve sustainable, mutual and profitable growth Build and present fact driven sell stories underpinned by consumer, shopper and

category insightsEffectively review business performance and create recommendations on how to grow or overcome challengesCreate and maintain strong relationships both internally and externallyCollaborate with a diverse range of people to achieve common goalsMaintain a CRM database to stay organised and well plannedEffectively communicate with stakeholdersBe curious to develop and grow your personal and professional skill setWhat are we looking for? Sales and territory management experience is preferred, but not essentialA proven track record of achievement and high performance is essentialA team player who effectively works across diverse teamsA culture builder who is values drivenA highly motivated person, who is hungry to learn and develop with a desire for continuous improvementExceptional presentation and communication skillsExcellent organisation, planning and administrative skillsAn attractive salary package along with a fully maintained company vehicle and tools of trade will be supplied for the successful candidate. If you have what it takes to work in a dynamic, super charged environment, you're hungry to be part of our growth plans and you're looking for a challenging and rewarding opportunity, then we would love to hear from you!All applications will be treated with the utmost confidence. We require a one page letter to accompany your resume.Applications from agencies will not be accepted.All applicants must have full working rights in Australia Australia - WA Bunbury & South WestApplication SuccessfulYou've successfully completed your applicationX < BACK Sales Representative - South West - Western Australia Brownes Dairy has an exciting opportunity for an energetic Sales person who is located in the South West of Western Australia. This person will be an integral part of our business working with our Route and HORECA (hotels, restaurants and cafes) team. You will thrive due to having a resilient growth mindset, you're driven to exceed targets and your role is critical to help set us up for success.With a diverse portfolio of award-winning fresh dairy products including milk, cream, yoghurt, flavoured milk, cheese, juice and desserts, our products are a household name in WA and are sold nationally and internationally.Community is at the heart of what we do as we collect over 150 million litres of milk each year from more than 50 dairy farming families located in WA's pristine South-West region. All of our Brownes Dairy products are made in WA. We are fiercely protective of our environment, pride ourselves on being a leader in sustainability and our free school tours program sees thousands of school children learn about the benefits of dairy.You will report into the Channel Manager for Out of Home and will be responsible for the management of a designated geographic territory in the pristine location of the South West of WA. The key objective will be to work with our customers to

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