

Territory Development Manager - Brisbane CBD and North

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Company: Sanitarium Health and Wellbeing Company

Location: Brisbane

Category: other-general

Are you a café professional or sales rep looking for a new opportunity?

Do you enjoy being on the road building relationships across the cafe network?

Permanent Full time opportunity with half day Fridays.,

Are you passionate about plant-based living? Do you thrive on connecting with others and spreading the goodness of alternative dairy products? If you are passionate about all things café related and have a zest for sales, we want you to be part of our dynamic team at The Alternative Dairy Co!

About Us:

The Alternative Dairy Co is a rapidly growing company dedicated to providing delicious and sustainable plant-based dairy alternatives. As a Territory Development Manager, you'll play a key role in promoting our products and helping us achieve our mission.

Key Responsibilities:

Develop and maintain strong relationships with cafes, roasters, distributors, and other potential clients.

Present and promote our range of alternative dairy products to drive sales growth.

Conduct product demonstrations and tastings to create brand awareness.

Monitor market trends and provide valuable feedback to the brand team.

Achieve and exceed sales targets through effective communication and negotiation skills.

Participate in events, tradeshow, and promotions to increase brand visibility.

What We're Looking For:

Energetic individuals who are passionate about plant-based milks.

Minimum 3 years' experience working in cafés, with a roaster, or as a sale rep in the hospitality industry.

Strong communication and interpersonal skills.

Sales-driven mindset with a natural flair for building relationships.

Ability to work independently and as part of a team.

Knowledge and understanding of café channels and plant-based milks.

Perks and Benefits:

Competitive salary and incentive structure.

Opportunities for career growth and advancement.

Product training and ongoing support.

Fun and vibrant team environment.

Fully maintained tool of trade

How to Apply:

If you're ready to be part of a company that is changing the way people view dairy, click apply now.

Join us in making a positive impact on the world, one plant-based product at a time!

#AlternativeDairyCo #SalesRepOpportunity #PlantBasedRevolution#J-18808-Ljbffr

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