

# Australia Jobs Expertini®

## Territory Manager

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Company: Bega Cheese

Location: Adelaide Airport

Category: other-general

If you are curious & creative, invested in not only your own success but also the growth of others, and believe in building the Great Australian Food Company, then you might be the one for us!

### The Role

We have a fantastic opportunity to join our Field Sales Team as a Territory Manager, servicing a variety of customers and channels in and around the Adelaide hills area with a regional run to Broken Hill.

Our Sales team are high achievers! When you work with us, we'll give you an experience like no other.

As a key member of our Sales team, you will be responsible for managing and growing sales through the distribution and product visibility of our top brand portfolio. You will be selling in all our iconic brands inclusive of spreads, milk, milk-based beverages and more to achieve key business objectives and priorities.

### Responsibilities

Nourish, build and create lasting relationships with customers ensuring mutual success through maximising sales

Achieve profit growth targets via best-in-class availability across our vast range of products

Develop and ensure compliance of promotional programs across our customers

Drive fridge utilisation and location management of fridges in store

Identify and secure new business opportunities

## About you

Enjoy providing a high level of customer service with previous sales experience essential

Willingness to learn and adapt to a fast-paced environment

Strong communication skills with the ability to engage with a range of stakeholders

Open to try new strategies whilst challenging current ways of thinking in order to maximise sales and develop new opportunities

Display high levels of teamwork and resilience to overcome sales challenges and achieve targets

## The Bega Story

Bega Group is home to many trusted and iconic food and beverage brands. Whether it's VEGEMITE on toast, a Big M on the go or a Zooper Dooper on a hot day - you've probably grown up enjoying the iconic products we proudly manufacture every day at Bega. Being recently named in the *Top 10 Strongest Australian Brands of 2022* is a testament to our vision is to become **The Great Australian Food Company!**

Our growth story of becoming a successful ASX 200 listed company with an annual turnover in excess of \$3 billion and over 4,000 employees, is made possible by our dedicated workforce who live and breathe our values every day. We have a strong regional focus and proudly support the communities where we work, live and play. At Bega, we are proud of our heritage and will continue to build great opportunities to encourage our people to develop and thrive. Come and be a part of our success story as we continue to build The Great Australian Food Company!

## Life at Bega

Company culture and our values are very important to us. From flexible working arrangements and regular social catch ups, we're committed to fostering a supportive and agile work environment for our team.

Join a dedicated, forward-thinking and innovative culture

Grow with us, through opportunities for career development and progression

Contribute by giving back to your community through charities we partner with

Access to mental and physical health programs through our wellbeing portal and programs

Enjoy excellent employee benefits, including flexible working, purchased leave options and salary continuance insurance

## Applications

The successful applicant will be required to complete a pre-employment medical.

Must hold a current Drivers license.

At Bega, diversity and inclusion is a business priority, we want everyone to be themselves regardless of their background, religion, sexual orientation, age or gender so we can truly reflect the customers and communities that we serve. No matter how you identify, we encourage talented people from all backgrounds, abilities and identities to apply for roles at Bega.

We will accept applications from all people with the right to live and work in Australia.

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