

## Account Manager

Opportunities across NSW/ACT, QLD, VIC & SA

Freedom Foods Group Limited is an ASX listed innovative FMCG company that has a mission to create quality, on-trend, great-tasting, responsibly Australian produced food and beverages. Food and beverages that people enjoy and feel good about.

We aim to continually innovate and re-imagine what is possible, to change the way the world eats for the better.

### About the role

This role will be the conduit between our business and the distributor network within your territory. You will account manage all facets of their business such as compliance to trading terms and national promotional activity. You will drive distribution, increase sales volume and achieve Gross Sales Revenue through joint business planning. Key responsibilities for the role include:

- Exceeding monthly, quarterly and yearly targets that encompass main focus areas of Distribution, Volume and GSV.
- Effective planning, including efficient and consistent month and quarter call cycle, building and negotiating strategic account plans, call planning and taking part in territory/state/national trade shows.
- Building strong relationships with Distributor Owners, Managers and teams.
- Training and educating distributors on the Freedom Foods range, driving national promotional activity, assisting in customer issues and complaints, attending trade shows and being totally customer focused.
- Generating new business opportunities through key end user accounts within your territory to achieve range within your distributor network.
- Working with and securing larger state and national end users.
- Utilising your selling skills to ensure FFGL products are ranged on a contractual basis.
- Utilise and maintain effective customer interactions through the businesses CRM platform.

Due to the nature of this role, you will be required to work from your home office and provided with a Company Car for frequent travel within your State. Travel will include regular day trips and occasional overnight stays.

### About you

Combined with your strong understanding of the industry and Account Management principles, you will be passionate about the food and coffee industry and thrive in a fast paced and agile working environment.

Additionally, you will have:

- Tertiary qualifications in Business or Marketing.
- Ideally 2 years' experience in an Account Manager role.
- FMCG knowledge, with a strong understanding of the industry and Account Management experience.
- Experience with distributors is desirable but not essential.
- High level negotiation skills and ability to influence outcomes.
- Ability to think creatively and present new proposals to add value.
- Computer literate with MS Office, ability to use Excel to forecast sales and PowerPoint to build and deliver presentations.

- Excellent time management skills and an ability to prioritise.

**Application**

If this role interests you, we would love to hear from you! Please apply by uploading an up to date cover letter and resume on our Careers Page.

Please ensure you clearly state which role and State you are wanting to apply for.

To learn more about our products, head to [www.ffgl.com.au](http://www.ffgl.com.au)



**MAKING FOOD BETTER**