

Field Sales Representative

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 responsible for increasing distribution and improving the execution of Freedom Food's brands across the State, with predominant focus on MILKLAB within cafes.

Key responsibilities for the role include:

- Researching for and planning a monthly schedule of customer visits.
- Building quick rapport with customers across the Out of Home channel.
- Presenting and selling the benefits of Freedom Food's portfolio and execution strategies to help customers grow their business.
- Collaborating with Freedom Foods Internal Head Office teams, State-based Account Managers and our Distributor partners.
- Collecting information and building a database of market information.
- Managing relevant follow-ups for customers and delivering strong customer service.
- Trade show attendance & participation, as required.
- Engagement in team meetings & training sessions.

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

You will be passionate about the food and coffee industry, eager to kickstart your career in the industry.

Additionally, you will be:

- Well-presented and professional at all times.
- Ability to work autonomously as well as part of a team is essential.
- Excellent time management skills and an ability to prioritise effectively.
- Negotiation and presentation skills and ability to influence outcomes.
- High levels of tenacity and resilience, with a results orientated mentality.
- Ability to think creatively and present new proposals to add value.
- Strong communication with the ability to build rapport across various stakeholder groups.
- A valid driver's license.

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

