



Field Sales Manager – Blackmores New Zealand.

Make an impact on one of Australia & New Zealand's most trusted brands.

Coach, guide and mentor our New Zealand Field Sales team.

North & South Island responsibility - Auckland Office.

Blackmores is a market leader in developing and marketing products and services throughout Australasia that deliver a more natural approach to health. We are passionate about delivering high quality products and services and we always seek to develop and promote people who share this vision.

We are seeking an FMCG and/or Pharmacy sales manager with knowledge of the NZ market to coach and guide our Field Sales Team in achieving their objectives.

Reporting to the Country Manager – New Zealand, in this role, you'll be a key team member of Blackmores New Zealand, participating in the development of key field sales strategies and tactics - delivering high level execution in field, across Grocery, Pharmacy & Health Foods/Tourism channels, whilst developing and executing key processes.

You will be a cross functional team member who works with the marketing and category management on the development and delivery of commercial initiatives to support Blackmores New Zealand to meet and exceed against our KPIs.

Key performance areas include market share, scan and ex-factory sales and gross profit, trade spend, expense management, customer satisfaction and team engagement.

A background of 3-5 years of quality field sales management experience in an FMCG &/or Pharmacy environment, preferably both channels in New Zealand, along with a degree in business, sales, marketing or related field, with a good understanding of Aztec and/or IMS data.

An appropriate package commensurate with experience will be offered to ensure the successful applicant looks upon this opportunity as a long term association.

If you wish to be part of an organisation where people are genuinely committed to the values that are at the heart of our business - passion for natural health, integrity, respect, leadership and social responsibility; then please follow the link <http://rerecau.com/rethink2/jobs/view/356>

You will be asked to provide contact details and paste or attach your resume prior to answering a brief questionnaire to assist us in rapidly communicating with all applicants.

Thank you in anticipation of your interest in this opportunity with BLACKMORES New Zealand.

Applications close 12th September 2015
