



Customer Business Manager - Townsville

Be part of our growth & work with a recognised Industry leader.

Company Car / Salary / Incentive + Super.

Townsville base with territory including Cairns.

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 employ people who share this vision.

*We seek a dedicated, passionate and talented person to join our Queensland sales operation as a **Customer Business Manager (Field)** to drive sales with our customers within the FMCG (Grocery); Pharmacy and Health related retail markets.*

This permanent role will manage a territory of Grocery outlets; Health Food Stores and Pharmacies. To deliver the sales targets for this territory you will be responsible for:

- The development of a territory plan
- Implementation of merchandising standards within the territory
- The trade spend, administration and reporting within the territory
- Implementation of trading terms with key retail partners
- Effective communication with the trade

In addition to this you will also proactively contribute to the Queensland sales team and conduct in-store training and education sessions with store assistants. Previous exposure to Pharmacy/Health related industries will be valued however applicants such as FMCG (Grocery) specialists should not hesitate to apply. Applicants with backgrounds in relevant retail or Naturopathic experience will also be beneficial. Please note that in addition to the Townsville territory, this role includes regular trips into Cairns as part of its territory.

This is an ideal opportunity to gain access to a business culture that proactively seeks to enhance the abilities and wellbeing of its employees through ongoing training and development programs. For the successful applicant we will provide a fully maintained company vehicle and the necessary tools of trade.

To provide an expression of interest in this opportunity, please follow the link <http://rerecau.com/rethink2/jobs/view/589>

You will be asked to provide contact details; attach your resume and answer preliminary questions to assist us in quickly communicating with all applicants.

Thank you in anticipation of your interest in this opportunity with us.

Applications close – Friday 25th November 2016