



## Customer Business Manager (South West Metro Territory)

**Opportunity to join a preferred employer & industry leading business**

**Sydney South West territory with eight week cycle regional trip**

**Company Car / Phone/ Salary / Incentive / Ongoing Training + Super**

**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 are seeking dedicated, passionate and talented people to join our NSW sales operation as a Customer Business Manager to drive sales with our customers across FMCG (Grocery); Pharmacy and Health related retail markets.

***This permanent full time role will be responsible for the Sydney South West territory and it will also encompass a regional country NSW trip every eight weeks.***

Reporting to the Regional Manager NSW – South, you 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 NSW 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 operations, Allied Health or Naturopathic experience will also be beneficial.

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 click the link  
<http://rerecau.com/rethink2/jobs/view/654>.

*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 BLACKMORES.  
Applications close 20<sup>th</sup> April 2017**