



## **Customer Business Manager (Pharmacy & Grocery) NZ**

**We are seeking a sales professional for the Waikato/Bay of Plenty territory**

**Experienced Sales professional in Pharmacy & Supermarkets in NZ  
Salary / Incentive / Company Car / Phone/ Ongoing Training**

**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 NZ sales team as a **Customer Business Manager (i.e. Territory sales management)** to drive sales with our customers within the FMCG (Grocery); Pharmacy and Health related retail markets.*

Reporting to the Field Sales Manager, you will manage a territory of Grocery outlets; Health Food Stores and Pharmacies. To deliver the sales targets for the **Waikato/Bay of Plenty** territory you will be responsible for:

- The development of a territory plan to achieve sales targets
- Implementation of sales & merchandising standards
- The trade spend, administration and reporting within the territory
- Implementation of planograms with key retail partners
- Effective business relationship and joint business planning with customers

In addition to this you will also proactively contribute to the NZ sales team and conduct in-store training and education sessions.

Applicants with previous exposure to Pharmacy/Health and Grocery supermarkets related industries will be valued.

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/job/link/WaikatoBP2>

*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 New Zealand.**

Applications close Friday 7<sup>th</sup> April 2017