



Customer Business Manager

**Full time role with a recognised Australian industry leader
Attractive package / Travel reimbursement / Incentive Plan + Super
Responsibility for Tasmania with focus on Hobart/Launceston**

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 Tasmanian sales operation as a **Customer Business Manager (Field)** to drive sales with our customers within the Pharmacy and Health related retail markets.*

This full time role will manage a territory of Pharmacies and Health Food Stores. 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
- Implementation of trading terms with key retail partners
- Effective communication with the trade
- Providing category/shopper insights to help grow the customers' business

In addition to this you will also proactively contribute to the Victorian/Tasmanian 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 this role will predominantly focus on the Hobart & Launceston region and surrounding areas however there is potential for the role to grow into additional areas. We have flexibility in regard to your location however a Hobart residence will 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 ongoing training, an attractive package including travel reimbursement; incentive plan; super 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/576>

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 4th November 2016