



JBS Australia is currently recruiting:

## DOMESTIC SALESPERSON

LOCATION: BROOKLYN, Melbourne

- Beef focus – S'thn Aust
- Largest Protein Producer Globally
- Great Career Development Opportunities
- Brooklyn Based – 10 min from the World's Most Livable City

### About the Role:

We have a rare opportunity for a knowledgeable and experienced Sales Person to join our Southern business and continue to leverage and position some of the most reputable beef & lamb Brands in Australia, such as Little Joe and Great Southern. Being a team player, the role forms part of the wider sales team that as a group will deliver the best sales outcome across all regions and markets.

You will have experience in the meat industry with an advanced level of product & technical knowledge. Multi species experience would be advantageous. Your ability to differentiate and align the marketing strategy of our Brands with market opportunities will enable you to optimise revenues and product values across your portfolio.

On a personal level, you are an excellent communicator, have excellent attention to detail, passionate and enthusiastic with a driven attitude to succeed.

### Your Core Responsibilities:

- Sales to the Australian domestic market, including the development & implementation of an agreed Sales Plan to deliver against the business strategy.
- Optimise revenue and Product Value in line with market opportunities.
- Coordinate and maintain strong relationships with new & existing customers.
- Take responsibility for inventory management.
- Follow up all AR for key accounts.
- Maximise revenue through new product development and innovation.
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### Key Selection Criteria:

- Ability to implement Sales strategy to grow revenues, optimise brand differentiation with new & existing customers.
- Sales planning, forecasting, monitoring & delivery.
- Experience in the meat industry with an advanced level of technical & product knowledge across Beef & Lamb.
- Experience working as part of a high performing team to deliver on objectives & targets
- Collaborative people skills, and have an ability to develop effective & mutually beneficial relationships with customers.
- Good business acumen, attention to detail, disciplined approach and follow up.
- Broad commercial industry knowledge & experience.

### Apply here:

<https://career10.successfactors.com/career?company=jbsaustral>

Applications (including a covering letter and resume) should be forwarded to:

**JBS AUSTRALIA - Brooklyn**

**Robert Ryan – Sales Manager, Domestic & Export - Sthn**

**Email: [robert.ryan@jbsa.com.au](mailto:robert.ryan@jbsa.com.au)**

**Applications Close: 28<sup>th</sup> February 2018**

WE ENCOURAGE **DIVERSITY** IN OUR WORKFORCE



## JBS AUSTRALIA

At JBS Australia we offer you more than just a job. We offer you a career with a fast-paced, dynamic company aiming to be the best in everything that we do.

### JBS AUSTRALIA AT A GLANCE:

- We are Australia's largest meat and food processing company, operating a number of production facilities across Australia and New Zealand.
- We are a diverse business that operates across feedlots, meat processing and value added product facilities, robotics and international meat and animal by-products trading.
- We have a broad range of strong domestic and international meat and food brands including AMH, Beef City Black, Great Southern and Primo.
- We export more than 70% of our product to every corner of the world.
- A strong company culture with clear and simple values is what we live by every day.
- We have a majority shareholding in Andrews Meat Industries as well as Scott Technology Limited in New Zealand.



## JBS GLOBAL

We are the world's largest animal protein company and the second largest food company in the world, operating in the United States, Canada, Mexico, Brazil and UK.

For more than 60 years, we have provided customers with the highest quality food and animal protein products and superior service. We have innovative programs and world class products, and we are committed to professionalism, community partnerships and environmental stewardship. *JBS is Making Your World Stronger.*



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