

The Company

True Foods is a modern-day success story of the FMCG industry; We have a genuine people-focused culture and burning ambition for high performing innovation and ongoing sustainable growth in Australia. We pride ourselves on being 100% Australian owned and our capability to manufacture every-day speciality household products; Tortilla Wraps, Flatbread, Pizza Bases, Naan & Roti Breads.

**COULD
YOU BE
THE
ONE?**

Position Available

State Sales Manager – Victoria

Situated

Melbourne

Must Have

- Demonstrated sales experience (preferably in foodservice)
- Demonstrated robust influencing and relationship management essential
- Sound communication skills; both written and verbal.
- In depth understanding of sales and marketing principles.
- Proven sales experience at State Manager, Account Management level.
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization.
- Client-focused solutions to customer needs.
- Well-developed negotiation and influencing skills
- High level communication skills with the ability to cultivate strong business partnerships



The Role

We are looking for a talented and down to earth State Sales Manager who is responsible for the development and sales targets in Foodservice across multiple states. The successful candidate will also manage the key implementation of Par-bake products across Coles and Independent supermarkets nationally.

Based at Hawthorn and reporting to the National Foodservice Sales Manager, the successful candidate will work to deliver all key foodservice strategies, in addition to establishing strong business partnerships with key customers and foodservice distributors

Remuneration

A competitive package plus eligibility to participate in the Company's annual Profit Participation Scheme

ONLY PEOPLE WHO FIT THE REQUIREMENTS SHOULD APPLY. CONFIDENTIALITY ASSURED.

Send applications to vince@fsaa.org.au

