

Current Opportunities



Key Account Manager (Sydney - NSW)

The Role

We are looking for a hungry person to join the team. Reporting to the National Sales Manager, your key areas of responsibility will be:

- Present our range to end users and food service distributors and drive sales through our existing customer base, while creatively enrolling new customers.
- Engage with our customers to grow their dessert and cake sales through creative marketing and presentation.
- Establish and maintain meaningful and professional relationships with customers to ensure that quality, service, credibility & sales are maximised, whilst also ensuring Priestley's Gourmet Delights presence within the geographic area as per our values, policies and procedures.
- Regional overnight travel will be required for this position.

What you need to be successful

- Strong leadership skills.
- Excellent interpersonal and communication skills.
- Ability to demonstrate in-depth understanding of the customer and the food service environments.

Contact

Sandra Blackie | Field Sales Manager NSW
sblackie@pgdelights.com.au



Territory Sales Manager (based in VIC)

Contact

Catrina Ansell | Field Sales Manager VIC/TAS
cansell@pgdelights.com.au



Territory Sales Manager (based in WA)

Contact

Jarrad Buckley | State Sales Manager SA/NT
jbuckley@pgdelights.com.au

The Roles

We are looking for a hungry person to join the team. Reporting to the relevant Field Sales Manager, you will be responsible for:

- Develop and deliver customer plans, leveraging category insights.
- Present new product development campaigns to deliver mutually beneficial growth objectives.
- Manage projects from concept through to market delivery.
- Build meaningful relationships with your internal and external customers.
- Ensure the field team is adequately briefed to support key account activity.
- Provide accurate stock forecasts to ensure a stable supply.
- Manage the administrative side of the key accounts.

What you need to be successful

- At least 5 years of sales experience managing key accounts
- Excellent commercial acumen which would include budgeting, financial analysis, and internal sales reporting (weekly/monthly activity reports).
- Proven record of accurate sales forecasting - volume & financial.
- A team player able to interact with all levels of the business.
- Excellent communication, influencing, presentation, time management and organisational skills.

What we offer

- Attractive incentive program
- Competitive remuneration
- Personal development with partnering training organisations
- Employee Assistance Program