

KEY ACCOUNT MANAGER – FRESH PRODUCE (FRUIT)

PERFECTION FRESH AUSTRALIA PTY LTD - Australia's leading fully-integrated grower, marketer and distributor of fresh produce is seeking an ambitious and energetic individual to service major national grocery accounts. Reporting to the General Manager Key Accounts, you will be integral to the Sales Team in achieving sales and management targets, whilst managing the produce range and pricing processes as well as merchandise demand forecasting.

You will need to be a confident and resilient Key Account Manager with the intent of implementing the business strategy and promotional activities for our largest customers. An exceptional communicator, you will be the key contact for Operations personnel as they execute your business plans. Passionate and influential, you will build invaluable relationships with key stakeholders (major retail outlets, growers and suppliers) and, in doing so, produce fantastic results for the account team and relevant produce promotions. You will also ensure customer expectations regarding pricing consistency, promotional activity and seasonality of demand are fully communicated and regularly maintained and monitored.

You will need to be a self motivated high achiever, who has preferably at least two years' fresh produce - fruit experience, ideally working with a major grocery chain or one of the green grocer independents. Strong communication skills with intermediate level consulting and negotiation skills are essential. You will enjoy working with a peer group of individuals who are passionate about what they do within a successful culture. Experience in customer-facing sales skills will be essential, as will proficiency in Microsoft Office, Excel spreadsheets and reporting capabilities. You will have a can-do attitude; take pride in your work and ownership of your role. You must be able to demonstrate strong initiative, be self motivated with the willingness to further develop your career in account management within the business. Previous experience in the fresh produce, fruit and vegetable industry will be highly regarded.

This is an excellent opportunity to join one of Australia's largest fresh produce groups. The successful candidate will be rewarded with an attractive remuneration package.

Only those applicants with the right to work in Australia are invited to apply. Applicants are advised that Perfection Fresh Australia is an Equal Opportunity employer and all applications received will be treated fairly and with respect.

Applications close Friday, February 10, 2012.