



## **Key Account Manager**

Holco Fine Meat Suppliers is a specialist meat wholesaler which caters for the foodservice sector. Our client base is varied but includes pubs, clubs, hotels, restaurants and institutional business.

As we are expanding, we are offering an opportunity to join this progressive company. Reporting into the Queensland General Manager you will be responsible for growing the existing client base and source potential new customers to increase our current market share.

To be successful in this role you will have an extensive background in food service and experience within the meat industry or associated products is preferred. In order to succeed, you will need to possess excellent time management skills, and be able to work autonomously. You will have advanced interpersonal skills with the ability to build strong and long lasting relationships with new and existing customers. You will also be an integral part of a small, friendly sales team.

Some of the key responsibilities of this role include:

- Actively canvassing for new business while maintaining the existing client portfolio
- Identifying opportunities to sell extra products to your existing client base
- Providing technical support to your clients in the form of product specifications
- Establish yourself as a meat product specialist

You will ideally possess the following experience and attributes:

- 3 years plus experience in the Meat or foodservice industry
- A strong network of existing foodservice clients
- Strong attention to detail and time management skills
- Excellent written and verbal communication skills
- Sound computer processing skills
- Existing sales experience within the Foodservice industry
- Ability to work autonomously and deal with a variety of customers

To apply, send your resume along with a cover letter outlining your suitability for the role to [gtaylor@holcoqld.com.au](mailto:gtaylor@holcoqld.com.au).

All applications treated in confidence and due to the number of applications received; only successful candidates will be contacted.