H.R.WOODWARD FOODS AUSTRALIA

<u>EXPORT SALES MANAGER</u>

H.R. Woodward Foods Australia (a division of Woodward Integrated Agribusiness) is an Australian family owned and operated meat export company.

We are currently seeking a highly experienced export salesman to continue to develop our multispecies trading into international markets. This is an important senior management role in the organisation.

The successful applicant's responsibilities will include:

- Demonstrate the ability to manage the sales of carcase beef, lamb, mutton and goats as well as carton product
- Develop strong customer knowledge and awareness
- Maintain existing customer base and identify new opportunities to ensure continuous improvement
- Possess a thorough understanding of export documentation and shipping and logistics procedures
- Demonstrate excellent communication skills
- Strong interpersonal skills and relationship building capabilities
- Understanding of exports and international trade
- Achieve set sales and financial targets
- Negotiate customer contracts including price, specifications, terms and conditions
- Supervise customer credits to eliminate the risk of bad debts
- Monitor and act on consumer feedback and complaints
- Liaise with relevant managers in the supply chain to ensure flawless execution of sales
- Develop deep market and industry knowledge
- Work closely with production to ensure utmost customer satisfaction
- Maintain exceptional time management skills
- Ability to travel overseas as required and represent the group at trade shows and customer meetings
- Manage and develop a dedicated export department responsible for meeting export documentation compliance and measuring overall export division profitability

This is an appealing opportunity to join a dynamic team entering an exciting growth period.

Remuneration will be commensurate with experience.

All applications and enquiries will be considered in strict confidence.

To apply, please email a cover letter and resume including referees to alana@beef.com.au