



JBS Australia is currently recruiting:  
**SALES MANAGER**  
**LOCATION: ADELAIDE OR BRISBANE**

An opportunity exists for an enthusiastic and business minded Sales Manager to lead our Pork sales team. Reporting directly to the General Manager, this position will focus on the overall management of the sales and revenue generation for the JBS pork division.

Responsibilities include but are not limited to:

- Lead, drive and motivate the sales team..
- Actively identify new business opportunities.
- Works closely with the plant operations to ensure best returns and most efficient operation.
- Stays close to domestic and international pricing in order to achieve complete sales prices.
- Supports the operations team with continuous improvement initiatives.
- Oversee the organisation of freight/transport.
- Regular customer meetings and contact to build healthy relationships.

**KEY CRITERIA:**

- Excellent written and verbal communication skills.
- Possess strong business acumen.
- Ability to mentor and coach employees.
- Organisational and time management abilities.
- Extensive sales experience in the meat industry preferable.
- Business development experience.
- Excellent sales negotiation and customer service skills.
- A good network of contacts within the meat industry is desirable.

The JBS pork business is a leading processor of pork and a key supplier to major retailers, wholesale customers and export. We are a small team of very enthusiastic people who believe in building a great business with a great reputation. If you're looking for a business where you can make a real difference and believe in great teamwork, then this is the role for you.

Applications (including a covering letter and resume) should be forwarded to: Email: [acurran@primosmallgoods.com.au](mailto:acurran@primosmallgoods.com.au)

**JBS AUSTRALIA**

At JBS Australia we offer you more than just a job. A career with JBS is a journey with a fast-paced, dynamic company striving to be the best in everything that we do.

**AT JBS AUSTRALIA WE:**

- Are the largest meat processing company in Australia.
- Export more than 70% of our production to every corner of the world.
- Enjoy a comprehensive brand portfolio that has been specifically developed to cater to the growing needs of today's modern consumer.
- Have a strategically large and comprehensive asset portfolio including.
  - ◊ 2 value added processing rooms
  - ◊ 7 distribution centres
  - ◊ Trading division
  - ◊ 5 manufacturing facilities
  - ◊ Dedicated transport division
  - ◊ 37 retail stores
  - ◊ 8 wholesale depots
- Enjoy a strong company culture with clear and simple values that we live by every day.
- Have a majority shareholding in Andrews Meat Industries.
- Recently purchased Primo Smallgoods.
- Recently secured a majority shareholding in Scott Technology Limited, a robotics and automation engineering company based in New Zealand.



**JBS GLOBAL**

For more than 60 years, JBS has provided customers with the highest quality food and animal protein products and superior service. From our innovative programs and world class products, to our commitment to professionalism, community partnerships and environmental stewardship: in all that we do, JBS is Making Your World Stronger.

**AT JBS GLOBAL WE:**

- Are the largest animal protein company in the world, and the second largest food company in the world.
- Have operations in the Australia, United States, Canada, Mexico, Brazil, Argentina, Uruguay and Paraguay.



WE ENCOURAGE **DIVERSITY** IN OUR WORKFORCE



**JBSSA.COM.AU**