

## Food Solutions Manager



- Newly created role
- Competitive package
- Based on the Sunshine Coast

### The company

Kilcoy Pastoral Company (KPC) is one of Australia's leading premium grain-fed beef processors and exporters. As of April 2018, KPC integrated with its US and Chinese food processing allies – the Ruprecht Company business in Chicago, and Weidao Food Company in Shandong Province, to form Kilcoy Global Foods (KPG), a rapidly expanding nature-to-plate food solutions enterprise.

### The opportunity

A key role in driving the future growth of the business, the Food Solutions Manager will think through how KPC can provide a broader range of innovative, integrated, end-to-end food solutions. Key responsibilities include:

- Evolve and develop conceptual ideas through to production that align with the needs of the next generation of customers outside the core B2B domain of the Premium Branded Beef and Mainstream businesses.
- Oversee the business development strategy, production planning and sales function for KPC's Food Solutions (Retail, Value-Add) into domestic and export markets
- Maximise profit through the application of sales and marketing strategies that position the organisation as a preferred and superior supplier within industry

### The person

A proactive self-starter who is commercially astute, innovative and able to form a strategic vision based on current understanding of the business and its future potential, the Food Solutions Manager will ideally have:

- 10 years+ experience working in broad food concept development and innovation, ideally with exposure to meat or other analogous fresh food related categories.
- Demonstrated and proven success with innovation and commercialisation processes, with evidence of where innovation has driven company growth, market share growth and/or category growth
- Sales and business development experience, presenting to internal and external stakeholders and working collaboratively with sales and marketing teams
- Demonstrated ability and agility to engage and build relationships, across the organisation, with customers, and external partners.

To express your interest, please send your resume with cover letter to [Selectormelb@SpencerStuart.com](mailto:Selectormelb@SpencerStuart.com)