



Senior Account Manager

The Northern Cooperative Meat Company Ltd (NCMC) is a leading export food processor with production facilities at Casino and Booyong near Lismore in the Northern Rivers area of the NSW far north coast.

We have an opportunity for a Senior Account Manager to join the team on a permanent full-time basis and will be responsible for major accounts. This position will suit someone who has a strong domestic and export customer base, an understanding of meat products, excellent attention to detail, thrives on meeting deadlines in a fast-paced environment and open to further developing their career within the meat trade industry

Reporting to NCMC Foods General Manager, you will be joining a highly skilled, small sales team.

Key responsibilities:

- Networking and generating new business opportunities
- Driving face to face, telephone, email and web-based sales
- Delivering exceptional product advice
- Participating in promotional events
- Ensuring 100% compliance with all legislation
- Target focussed and performance driven

The ideal candidate will possess the following:

- At least 3 years Export Meat Trading knowledge and experience
- Knowledge of meat cuts and their specifications (beef and veal)
- Knowledge of offal's and by-products
- International Business Development
- Ability to negotiate rates and close deals
- Building and nurturing strong customer relationships
- High level communication skills are expected
- Advanced MS, Excel and Word skills essential
- A strong desire to learn
- High level attention to detail
- Key account management skills
- Tertiary qualifications in Business, Economics, Agricultural Science or similar will be advantage

Benefits:

- Competitive & flexible remuneration package
- Highly regarded North Coast lifestyle
- Career progression and professional development
- Positive and professional culture

To apply for this exciting and rewarding opportunity, please submit written applications marked attention:

Human Resources
Northern Co-operative Meat Company
PO Box 379
Casino NSW 2470
or e-mail to hr@cassino.com.au
Applications close Friday 9th August 2019