

Company Profile

Minerva Foods Asia Pty Ltd is a leading global trading partner with domestic & export sales across multiple proteins, by-products and manufactured foods. Our comprehensive export market coverage includes but is not limited to Asia, Europe, USA and Oceania. Due to Company expansion and increased market coverage, the growing sales portfolio has created the opportunity for a Export Sales Representative to join our motivated trading team.

Position Description

Position: Export Sales Representative

Business: Minerva Foods Asia Pty Ltd ABN 84 137 062 278

Location: Murarrie, QLD 4172

The Export Sales Representative will be responsible for establishing sales and maintaining and growing a comprehensive client portfolio in specified markets. Procurement and Sales will form a critical part of this role. Existing knowledge of the dynamics of the meat industry are paramount. Experience in logistics and global freight is highly valued. Computer literacy is essential.

Duties and Responsibilities

- Utilising experiences and strengths to develop and execute business opportunities.
- Continually seek and identify procurement and sales opportunities.
- Participating in regular discussions relating to budget monitoring, goal setting and planning.
- Maintaining and developing sales into specific markets.
- Cooperating with colleagues to facilitate purchase or sales.
- Participating in market analysis and pricing trends to develop strategies.
- Maintaining a professional business acumen in dealing with clients and suppliers.
- Upholding the values of Minerva Foods Asia in all facets of the role.

Skills and experience

- Minimum 5 years of Export Trade experience.
- A thorough understanding of the protocols and requirements of export trade.
- Fundamental knowledge and understanding of the meat processing industry in Australia, South America, New Zealand and USA.
- Relevant qualification from a tertiary institution (Business or Marketing - preferred but not essential)
- Fluent English speaker. Multilingual communication skills are desirable.

Application

Please submit C.V and Cover Letter to the General Manager, Thomas Mills.

thomas.mills@minervafoodsasia.com