



JBS Australia is currently recruiting:

WHOLESALE MANAGER – DOMESTIC

- Beef focus
- Largest Protein Producer Globally
- Riverview Based – 30 minutes west of Brisbane

About The Role

We have a rare opportunity for a knowledgeable and experienced Sales Manager to join our Northern business selling for the largest beef producer in Australia.

You will have extensive experience in the meat industry with a high level of product & technical knowledge across beef. Your systematic approach to business development and the sales process, coupled with your ability to differentiate and align our brands with market opportunities will enable you to optimise revenue and product values across your portfolio.

On a personal level, you are energetic, passionate and enthusiastic with excellent problem-solving skills. Above all, you must want to be part of a cohesive team that works for each other.

Responsibilities

Reporting to the Domestic Sales Manager, you will be responsible for:

- Beef sales for our existing customer base in all states across Australia
- Developing new business and relationships with customers
- Managing and maintaining strong relationships with new and existing customers
- Liaising with internal and external stakeholders
- Managing customer support needs
- Coordinating logistics as required.

Your Background

To be successful, you will have a proven background in:

- Strategy development and optimise brand differentiation with new and existing customers
- Exceptional customer service delivery
- The meat industry, with a high level of technical & product knowledge across beef production.

You will be highly skilled in:

- Working as part of a high-performing team to deliver on objectives & targets
- Developing and maintaining effective & mutually beneficial relationships with customers.
- Business acumen, including broad commercial knowledge & experience.

What's on Offer?

This is a great opportunity to join a progressive business which offers career progression opportunities and a dynamic culture. This is an excellent opportunity for an individual to grow in a market leading company with real growth strategy.

Want to Apply?

If you're interested in this role, please email your confidential resume to Julie Romero in our HR Northern Team Julie.Romero@jbssa.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



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