

Career Opportunity

Coles Key Account Manager

About Us

Teys Australia is an innovative Australian food business with home grown pride and global reach. Drawing on more than 70 years' experience in the beef industry, our team of over 4,500 focus their energy and expertise on delivering value to our communities, customers, and consumers.

As one the leading beef processors and exporters in Australia, we are a proud partner to over 7,000 Aussie beef producers and some of the largest names in fresh food retailing in the country. In a joint venture with Cargill, Teys Australia has retained its strong founding family connections and it is this rich heritage that drives our future.

Our **Values**: *Humility, Integrity, Loyalty, Resilience, Trust & Cooperation*

About the Role

Teys Australia has an exciting role for an experienced Key Account Manager to join the Teys Food Solutions Commercial team. The primary focus for this role is coordinating internal resources (spanning across multiple business units) to service Coles' account for their cattle processing program and managing the account interface and relationship across multiple areas within Coles. .

The position will be primarily based at the Teys Beenleigh QLD primary processing site, with 1 day per week to be located at the Teys Group Support Services location at Eight Mile Plains QLD, or as directed by the GM of Commercial & Strategy Food Solutions.

The role will support and lead specific functional requirements including co-ordinating product scheduling, loadouts, and compliance along with managing the effectiveness of the link between the account processing team, internal and external stakeholder teams.

As part of this role, you will lead key initiatives, process changes and new product implementation initiated by the customer. Other key responsibilities will include:

- Champion and lead the Coles account strategic initiatives across the Teys Group as it relates to the Coles cattle processing program.
- Leading a high performing cross functional team across multiple business models to deliver all core functions of the account, including (but not limited to) submission of costings and costing updates; delivery of NPD options and Coles specification changes to meet their requirements and deadlines, and the supporting systems, structures and day to day tools and processes.
- Providing responsive and timely replies to customer requests, and work seamlessly and collaboratively with the operations team on all customer RFI's and requests.
- Working closely with Operations, Quality, Finance functions and all other parts of the commercial team required to best support the account on activities and timelines.
- Preparing budgets/forecasts around customer models.
- Manage sales cycle and sales revenue across the business model.

About You

It is **essential** that you have the following experience/skills:

- Minimum 4-5 years working either in a commercial or operational capacity within the meat and livestock industry, or minimum 4-5 years working as a retail account manager or retail category manager.
- Business and commercial orientation, an understanding of business cross-functional management processes.



- Comprehensive knowledge of retail meat products, and compliance requirements.
- Comprehensive knowledge of operating efficiencies, product knowledge, specifications, and logistics.
- High-level communication, negotiation and presentation skills to senior management, customers, and staff.
- Comprehensive computer skills specifically in spreadsheets, pivot tables and analytical software. Experience using software such as Uniworks and I-Leader will be highly regarded.

Desirable:

- Knowledge of MSA and Ausmeat specifications.
- Basic understanding of supply chain management and logistics
- Basic understanding of financial business drivers
- Basic understanding of feedlot and plant operations

What's in it for You

- Competitive salary + annual meat purchasing credit
- Annual Bonus opportunity
- Access to our Wellbeing program
- Salary packaging - electronic devices, novated car leasing, superannuation
- Injury/Illness salary continuance scheme
- Access to a range of corporate discounts including Bupa healthcare membership

To Apply

If you are looking for an opportunity to work in a fast-paced, collaborative environment within a growing business offering excellent career development and opportunities, we encourage you to APPLY today.

For a confidential discussion about this role, please phone **Luisa Hamze** on **417 489 336**.

We are connected socially so check us out at www.teysgroup.com.au or join us on <https://www.facebook.com/TeysAustralia>.

Teys Video link: <https://www.youtube.com/embed/mFTL6wPXiQw>

