



Job Title: Sales Executive, O'Connor Beef

Location: Pakenham, Melbourne, Victoria, Australia

Summary

Seeking a motivated and proactive sales rep ideally with 2+ years domestic or export meat sales experience.

Selling Points

- Strong team culture and brand
- Australia's finest Beef processor

The Company

O'Connor Beef are a quality-focused processor specialized in producing Angus beef. They are one of the largest processors in Victoria, in operation for almost 50 years. They are a highly regarded brand worldwide and provide service processing for many well-known Wagyu operations.

What they can offer you

- Great supportive team and work environment
- Growing team with future career progression opportunities
- Based in Pakenham, Vic
- Competitive salary based on experience
- Company car, laptop and phone

The Role

The successful candidate will report to the General Manager, Global Sales and will;

- Develop and maintain relationships with key customers and stakeholders
- Identify new business opportunities and develop strategies to pursue them
- Achieve export and domestic sales targets and objectives
- Provide regular reports on sales performance and market trends
- Be involved in production scheduling and monitoring
- Collaborate with cross-functional teams to ensure customer satisfaction
- Provide exceptional customer service and support
- Conduct customer visits, attend industry events, and generate new leads

About You

You will be a self motivated, energetic and dynamic Sales rep and have experience in the meat industry.

- Minimum of 2 years' experience in either domestic or export meat sales
- Great team player who is eager to help grow and represent the O'Connor brand
- Proven ability to foster relationships with customers and stakeholders
- Proven track record of achieving sales targets and objectives
- Excellent communication, negotiation, and interpersonal skills
- Strong analytical and problem-solving skills
- Ability to work independently and as part of a team

If you are passionate about the meat industry and are looking for an exciting opportunity to join a successful company, please submit your resume and cover letter.

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