

About the team

Commercial is a large but close-knit group. We bring diversity of thought, backgrounds, and experience to every business unit at Coles Supermarkets, and Coles Local. And we pride ourselves on the partnerships we build, new ideas we develop and how passionately we work on convenient, healthy solutions for our customers.

Coles' Meat, Deli and Seafood Team are a high performing team with a vision to help Australians live and eat better every day. The Export team sit within this group and are integral to delivering on our vertically integrated strategy ensuring consistency and quality for our customers.

About the role

In this permanent role you will partner with and report into the Head of Integrated Meat Planning and Export. This role will see you take the lead of our growing Meat purchasing function. You will be accountable for developing and executing customer centric Meat Trading strategies to grow profitable purchasing avenues by maintaining supplier and customer relationships. Focus on cost, quality and availability are paramount.

You'll also be a key partner in delivering a customer focused category strategy, driving performance of the category portfolio through sales, profitability, and growth by partnering with suppliers, stakeholders, and the wider team.

You'll also:

- Strategically partner with key suppliers to find best for Coles solutions to trading needs
- Help Develop sales strategies for international Markets
- Identify, develop and manage supplier relationships
- Work with customers and internal stakeholders to develop supplier contracts including price, specifications, terms and conditions
- Drive negotiations that deliver successful outcomes for Customers, Coles & Suppliers

About you and your skills

We are looking for a professional with a proven track record in Meat Trading (ideally domestic purchasing) in a large, complex organisation across the APAC region or in a global capacity. Ideally, you will have experience working with fresh meat exports/imports/trading and be familiar with the legislations and laws pertaining to the industry. You will have a strong background in trading management, supplier relationships and commercial strategy with a big picture approach and mindset!

You'll also need:

- Previous local and/or international supplier management experience with success growing long lasting relationships with suppliers
- Strong problem-solving skills and ability to navigate high level of ambiguity.
- Outstanding ability to influence, negotiate and demonstrated stakeholder management skills
- Ability to build strong relationships and influence cross functional teams and suppliers
- Proven ability to champion and drive change

- Strong financial acumen within a highly commercial environment
- Developed analytical skills demonstrated through proactively sourcing market insights and data to formulate category strategy

Please note that applications will close on Friday April 25th, 2025.

Email liam.keenan@coles.com.au for further information or how to apply.