

## JOB DESCRIPTION

# NZ MARKET MANAGER



### General Information

<b>Based:</b>	Motueka
<b>Reports To:</b>	Global Sales Lead / Talleys Limited Management
<b>Direct Reports:</b>	Two, subject to change
<b>Hours Of Work:</b>	This position is primarily Monday to Friday, however occasional weekend work may be required.
<b>Overall Purpose:</b>	To maintain and grow sales of Talley's seafood products within the New Zealand market, with a particular focus on managing fresh fish and key accounts in seafood.

### Accountabilities

<b>Sales</b>	<ul style="list-style-type: none"> <li>• Maintain and grow the sales revenue of Talley's seafood products within the New Zealand market, with a particular focus on fresh fish and key accounts in seafood.</li> <li>• Complete administration to support the sales process. This includes receiving and entering orders, completing any required documentation and maintaining Talley's Limited terms of trade.</li> <li>• Liaise with production, cool store and freight to ensure orders are fulfilled and shipped by the required timeframe and supplied on the correct terms and to the correct specification.</li> <li>• Work collaboratively with the wider Talley's sales team to co-ordinate the best utilisations of available stocks that benefits the company as a whole.</li> <li>• Manage pricing for New Zealand sales both externally with customers and internally across the business, ensuring pricing decisions are commercially sound, aligned and clearly communicated.</li> </ul>
<b>Account Management</b>	<ul style="list-style-type: none"> <li>• Build and maintain effective relationships with customers within the market, with a strong focus on managing key seafood accounts, including Woolworths NZ, Foodstuffs, Hello Fresh, My Food Bag and pet food customers, while maintaining a regular contact schedule and proactively providing excellent service.</li> <li>• Keep customers updated with information on seafood stock, pricing, availability and product range developments, particularly in fresh fish. This includes feeding back new product development ideas to</li> </ul>

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	<p>the business as they become apparent through customer interactions, and assisting with the development of those products.</p> <ul style="list-style-type: none"> <li>Deal professionally with any customer and internal complaints while at all times championing the company position, and ensuring that complaints are rectified.</li> </ul>
<b>Business Development</b>	<ul style="list-style-type: none"> <li>Seek new leads and source new opportunities from existing relationships.</li> <li>Identify business opportunities with new customers and proactively manage opportunities to turn into sales.</li> </ul>
<b>Reporting</b>	<ul style="list-style-type: none"> <li>Analyse sales data to monitor own performance and identify trends, assist with forecasting and produce the required monthly sales reports for National Sales Manager.</li> </ul>
<b>Other</b>	<ul style="list-style-type: none"> <li>Undertake other projects/initiatives as required to support the Talley's team.</li> </ul>

### Knowledge, Skills and Personal Qualities

<b>Experience:</b>	<ul style="list-style-type: none"> <li>Previous experience in sales and/or account management and preferably in the Foodservice or FMCG sector.</li> <li>Tertiary sales and marketing education preferred but not essential.</li> </ul>
<b>Behaviours:</b>	<ul style="list-style-type: none"> <li>A professional approach</li> <li>Drive and determination to achieve sales/results</li> <li>Ability to make sound commercial decisions in fast paced environment</li> <li>Ability to work autonomously but also contribute and share within a team environment</li> <li>Strong communication skills – written and verbal</li> <li>Proven relationship building skills – speaking to people from all levels of business</li> <li>Resilience - Ability to successfully cope with adversity</li> <li>Positive attitude - keen to learn and drive good behaviours</li> <li>High attention to detail</li> <li>Sound numerical skills</li> </ul>
<b>Additional:</b>	<ul style="list-style-type: none"> <li>Travel throughout New Zealand required</li> <li>Full time role</li> </ul>