

National Sales Manager

**Growing Australasian Company
Innovative Lateral Thinker Required
Hands-On, Lead from the Front Manager**

This is a unique and challenging opportunity to join this well established and expanding Australian based company that manufactures and promotes over two thousand products across Australia and New Zealand and is recognised as a leader in food service packaging with a strong commitment to customer service and product innovation. A dynamic, practical, hands-on Sales Manager is required to drive the company to the next level.

The appointee will report to the New Zealand General Manager and will have a clear mandate to grow the business through expanding the product mix, sourcing new non-traditional sales channels and implementing marketing strategies that have been successful across the region by harnessing the resources of the parent company. The company has been very successful in nurturing strong personal relationships with its customer base, maintaining margins and, through outstanding customer service, is a very easy company to do business with. A challenge for the new incumbent will be to grow and expand these relationships, develop a strong sales team, and take responsibility for the management of key accounts.

We would like to meet experienced high performing sales leaders with a clear track record of success in managing multiple brands with the ability to "think on your feet", negotiate strongly, build partnerships and grow sales revenue. Experience from within or an affinity with the FMCG/Foodservice/Retail markets would be useful. We are seeking managers who can engender trust and enthusiasm whilst driving and enhancing performance. The role offers challenge and autonomy and the remuneration package, including a vehicle, will be structured to attract and retain a top performer. The position is based on Auckland's North Shore.

Applications will only be accepted through Cook Executive Recruitment Ltd. Please write to, or telephone, Rowen Greatbatch in strictest confidence quoting reference number 2837 or email to recruit@cookexecutive.co.nz or apply online to www.cookexecutive.co.nz



**COOK EXECUTIVE
RECRUITMENT LIMITED**

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