



Job Title: Account Manager	Primary location: Queensland
Reports to: Retail Business Unit Director Cover Snr – RBU Director, Operational - Account & Marketing Manager/Account Executive	Regular collaboration with – Key customer, production teams, technical team, senior management team
<p><u>Job Function</u> To manage sales and relationships with particular customer to deliver target volume and range and grow our business, supporting achievement of strategic goals</p>	
<p>Main responsibilities</p> <ul style="list-style-type: none"> • Deliver Scotbeef’s sales targets for specified account(s) • Develop and maintain relationships with your focus customer(s), selling-in and delivering a best-in-class JBP whilst maintaining Scotbeef’s strategic position • Own and manage the demand forecast for your account(s), working collaboratively with purchasing and supply to ensure availability • Feed back customer insights to the business and deliver performance course-correcting plans • Manage and maintain Scotbeef’s customer knowledge data and admin • Negotiate the annual business plan with key customer contacts and support the plan implementation, following up corrective action as required • Monitor and evaluate performance reviews against customer expectations on a regular basis – Account KPIs • Complete the annual budget and profit business plans • Support RBU Director, by proposing promotion strategy and guidelines • Ensure compliance with all company and legislative requirements including but not limited to Food safety, Health & Safety • Maximise team performance, efficiency and service levels and drive employee engagement • Develop enhanced and future fit employee skillset and flexibility especially results focussed relationship fostering • Support trainee development to ensure the ‘next generation’ workforce 	
<p>Skills required</p> <ul style="list-style-type: none"> • Excellent interpersonal, networking and influencing skills • eCommerce experience required • Results driven, with great commercial thinking (you know what a great deal looks like whilst valuing every pound) and a skilled brand ambassador. • Relishing challenge and variety • Flexible negotiation and excellent communication skills • Attentive to detail with good strategic ability • Flexible, adaptable and keen to support others’ development • Strong team manager • Accreditation Food Hygiene equivalent at minimum level 3 • Excellent IT and report writing skills • Speaking, writing and understanding excellent spoken and written English language. (This is an essential health & safety, traceability, management and quality control requirement which will be tested as part of the recruitment process) • Strong numeracy skills 	