

Account Manager

- Private label, product development between European manufacturers and key Australian retailers
- Fast-paced and supportive environment, strong talent, great culture
- Seeking an experienced Account Manager to maintain accounts and establish new opportunities

We are a well-established SME that continues to innovate and develop private label and branded products that gain market recognition with Australian leading food retailers and brand owners. An outstanding opportunity is now available for an experienced Account Manager to build on and grow existing accounts.

This permanent, full-time role is part of our European Commercial pillar, managing established product lines as well as researching new product opportunities. Our established manufacturing partners across Europe are suppliers of a diverse range of products and this role will also investigate new partnerships and viable opportunities. Our client base is major Australian Grocery retailers including Aldi, Coles and Woolworths. We are looking for an Account Manager who knows their way around executing this role successfully and will excel under the guidance of our team.

Candidates with relevant tertiary qualification and 4-5 years' experience in a similar role should apply. Your initiative, sound business acumen, strong intuition and superior listening skills, will dictate success in the role and add value to the business. Private label experience and previous success in Account Management with Aldi, Coles and Woolworths is highly favorable. We are looking for candidates who:

- take a strong analytical approach
- are humble, natural and respectful in their approach
- has an ability to establish and maintain value adding, relationships with manufacturing partners and customers alike
- are comfortable working both autonomously and in a team environment
- take a roll-up your sleeves, hands on approach and have exceptional customer services skills
- can keep their finger on the pulse of very high volume and variety of tasks

If you have a passion for the food industry and the smarts of how the grocery sector works and you are hungry for success yet humble in accomplishment, have sound business acumen and want opportunity to grow and succeed you are welcome to apply.

This is an excellent opportunity to further your career in a successful business that recognises, engages and develops the potential in their people. If this sounds like the role for you, please send through your resume and cover letter to hr@orange-and-green.com to apply. We look forward to hearing from you.

Please note only shortlisted candidates will be contacted. You must have the appropriate working rights within Australia to apply for this role. Please no agency referrals for this position.