

POSITION DESCRIPTION

Australia Export Consortia

AM9034 - National Sales & Marketing Manager - PNG

Australian Export Consortia (AEC) is a leading Exporter of consumer products from Australia, and other international locations, to major global markets.

Operating from Head Office in Melbourne, Australia, Australian Export Consortia specialize in International Sales, Marketing representation and distribution of consumer grocery, foodservice/catering and over the counter (OTC) pharmacy products.

This is an exciting opportunity to join the company in this role based in Port Moresby and be involved with the selling and marketing of large and prestigious Global FMCG brands spreading across food, health & beauty, household and liquor.

NATIONAL SALES & MARKETING MANAGER – PNG

The Papua New Guinea National Sales & Marketing Manager, is responsible for the Management of the AEC agency brands in Papua New Guinea (PNG) and will optimise sales & profitability whilst defining strategies, direction & building relationships, to ensure future customer/consumer engagement & execution is maximised over the short & long term.

Key Responsibilities:

- Achieve sales & profit targets through the effective management, development, implementation & analysis of sales & marketing plans and their execution
- Lead, develop, implement, monitor & evaluate strategic plans across the diverse range of agencies, channels & customers in the PNG market
- Monitor current Go To Market & evaluate options to improve distribution across PNG, channels & customers
- Develop & grow AEC agency products through the excellent execution & activation of agreed marketing strategy & plans by brand & customer within PNG
- Build capability by identifying knowledge gaps & providing regular education (with key focusses on negotiation & selling) & training of distributor's sales personnel to meet AEC's standards. Evaluate procedures for AEC's appointed distributors to improve their reporting of events, activities & communication
- Direct, oversee and follow up direct and indirect orders which are obtained from and destined for PNG
- Identify & communicate any potential risks or hazards that may potentially impact individuals or business.

Expected Competencies:

- Tertiary Qualification in Sales & Marketing with a Post Graduate Qualification desirable
- Minimum 10 years' experience in the sales and marketing or similar role
- Strong understanding of the sales & marketing industry of retail consumer products, and knowledge of the export of FMCG grocery, pharmacy and wine
- Understanding of sales, marketing and FMCG merchandising principles
- Sound working and practical knowledge of sales and marketing functions with experienced sales and budget management capability is desirable
- Strong strategic thinking, analytical skills, and the ability to drive innovative solutions
- Strong negotiation, problem-solving, and decision-making skills
- Excellent planning and organizing skills
- Excellent oral and written communication
- High level of integrity, ethics, and professionalism.

APPLY NOW

Please visit our website: <https://vanguard.com.pg/vacancies/>

Complete the online application form and attach the following - updated CV, including details of three (3) referees with current contact details.

For more information or to request a full Position Description email jobs@vanguard.com.pg alternatively, call (+675) 7500 7500.

Applications close COB Friday, 7th June 2024

Only shortlisted applicants will be contacted

To apply for this position:

- Download and complete the Application Form from <https://vanguard.com.pg>.
- Email the application to jobs@vanguard.com.pg together with a copy of your CV in MS Word format.

Note: Do not include copies of any other documents. You will be asked to provide the originals of certificates etc if you are selected for Interview