

Head of Sales

Michael Page • Western Sydney NSW



Base pay

\$220,000 - \$350,000



Work type

Full time



Contract type

Not provided

Job details



Date posted

25 Nov 2021



Expired On

16 Jul 2022



Category

Sales



Occupation

Sales Director & Leadership



Base pay

\$220,000 - \$350,000



Work type

Full time



Job mode

Permanent



Industry

HUMAN RESOURCE



Sector

Full job description

- Join a high a market leading FMCG organisation
- Convenient Western Sydney location

About Our Client

My client is a well-known fast-growing FMCG organisation with a very proud history of growth across the last few decades, specialising in the importation and distribution of Asian food products to the Australian and New Zealand markets. With ambitious growth plans across Asia, they are seeking a driven Head of Sales to join their organisation in this exciting new chapter of growth across the next few years.

Job Description

As the Head of Sales, your key responsibility will be the development and execution of key growth sales strategies, tactics and action plans across the region. This is a data-driven role that requires commercial acumen and a deep understanding of the consumer base, the competitive market, and an ability to analyze sales department performance. You will also play an active role in the strategic introduction of new brands and categories to the market by leading the sales team in product launches. You will play an integral part in the management of external partners and collaborations with numerous internal departments. You will mentor and lead a driven sales team, helping to drive sales performance and innovation across the organisation.

The Successful Applicant

- The ideal candidate will have a strong track record of success working in a similar position for a medium size organisation within the FMCG sector, where they cover a broad remit.
- You will be a strong communicator and leader of teams with a passion for development of staff and teams.
- Be fluent in English and Mandarin - written and oral.

- You will be a results driven sales professional who is keen to work closely with motivated leadership teams locally as well as internationally to understand products, marketing and business objectives and help implement targeted Sales Strategy.
- You will be a strong team player who will actively contribute to the growth of the organisation, with a rolling up the sleeve's mentality.
- A high performing senior sales professional with a track record of strong business development experience who can build on new and existing relationships with key stakeholders.
- You will play an integral part in enhancing the growth of the business. A Head of Sales professional who can be a true partner to the business and be results & outcome driven.

What's on Offer

- Convenient Sydney location with onsite parking
- Opportunity to join a well-known fast-growing FMCG organisation with a very proud history of growth across the last few decades, and are true market leaders in their field
- Competitive salary package on offer including bonus and car allowance
- Be part of a driven and collaborative senior leadership team who are excited by the growth prospects across the next few years.