

# Career opportunities at



*when reputation counts*

## **Foodservice Specialist**

7<sup>th</sup> January 2010

### **Bundaberg, QLD**

We are presenting a terrific career path for you to utilise your great sales and customer service skills. This opportunity will suit an enthusiastic and motivated professional possessing 'runs on the board' combined with sound sales acumen.

Your superior selling and negotiating skills will effectively complement your relationship building prowess while the rewards are many. Company benefits, on the job training, a company vehicle and a great package are just the beginning...

#### **Key Responsibilities**

- ★ Call on existing customers and keep customer 'call lists' current on a daily and weekly basis
- ★ Secure new business with customers while maintaining existing orders
- ★ Assist in arranging delivery dates and other facets of customer service to facilitate sales
- ★ Identify potential areas for growth and pursue such opportunities at all times in order to maximise sales and support continued growth
- ★ Advise customers of the total PFD product range and supply/price trends
- ★ Advise both Food Service and Credit Managers on the credit worthiness of accounts
- ★ Identify and manage low yield customers into a more profitable trading relationship.

#### **Key Qualities Required:**

Proficiency in learning a product range quickly ★ Good understanding of the food service industry ★ Superior selling and negotiating ability ★ Strong relationship building and interpersonal skills with the ability to work in a team environment ★ Good organisational and time management skills ★ Awareness of HACCP and OH&S regulations ★ Solid computer literacy ★ Self motivated and ambitious.

Forward your covering letter and resume to:

**Carla Browne – Administration Supervisor**

PO Box 4339 Bundaberg South QLD 4670

OR [cbrowne@pfdfoods.com.au](mailto:cbrowne@pfdfoods.com.au)

**Opportunity ends on January 22<sup>nd</sup> 2010**

The company requires existing employees to advise their respective manager of their intent to submit an application prior to doing so. PFD Food Services is an Equal Opportunity Employer