



WE ARE LOOKING FOR A

FULL-TIME

OUTBOUND SALES REPRESENTATIVE

IS THIS YOU?

- You know FMCG, in fact you've been in the industry for a couple of years. Working in business development or key account management for at least 3 years has given you a wealth of experience and insights into this space.
- You LOVE the challenge of locking down new customers and find nothing as satisfying as securing a new customer for the business. It's what gets your blood pumping and you have a tonne of examples of your success in this area.
- You're confident and strategic when analysing sales and financials for new business opportunities. You realise how valuable this is and the way you research and gather information about potential customers would put Sherlock Holmes to shame.
- You're driven and you always strive to exceed any target that is put in front of you, in fact if you don't have big audacious goals in front of you, you feel lost.
- You're business savvy. Your commercial acumen and judgement mean you to produce the best financial outcomes for the business.
- You're a people person. Your exceptional interpersonal skills help you to build genuine and meaningful relationships and provide you with opportunities to influence others to get the results you're after.
- You have next level pitching skills. You pride yourself on knowing your audience and making sure your presentation is refined and targeted every time to achieve the best outcomes for your company and the retailer.
- You can't wait to share the Thankyou story and build awareness of the impact that will be made by every new customer - this is the reason you want to be part of our team!
- You're super skilled in conflict resolution. You can manage a whole range of personalities in a fast-paced and high-pressured retail environment.
- You handle 'impossible' challenges and rejections like a boss. You're renowned for your resilience and you have a proven track record of turning things around.
- You're a multi-tasker. You're used to taking on a large and varied portfolio and managing multiple relationships across a variety of distribution channels.

WANT IN?

STAGE 1

IF YOU FEEL YOU MEET ALL OF THE ABOVE CRITERIA PLEASE SEND US YOUR CV AND COVER LETTER IN PDF FORMAT

SEND YOUR CV AND COVER LETTER TO:

careers@thankyou.co

In your cover letter, tell us in one page:

- Why it's your dream to be part of the Thankyou sales team.
- About the customer you are most proud to have ever got on board and why.
- About a time when you had a sales opportunity rejected but turned the situation around.



thankyou.

COLLINGWOOD, MELBOURNE