



WE ARE LOOKING FOR A

FULL-TIME

BUSINESS DEVELOPMENT MANAGER

IS THIS YOU?

- You know FMCG, in fact you've been in the industry for a while. 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're tenacious, confident and strategic in identifying and securing new business opportunities. You get a real satisfaction from adding a new customer to your account and you have a tonne of examples of your success.
- 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.
- 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 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 super skilled in conflict resolution. You can manage a whole range of personalities in a fast-paced and high-pressured retail environment.
- You're business savvy. Your commercial acumen and judgement mean you to produce the best financial outcomes for the business.
- You really value putting in the hard yards analysing sales and financials for new customers and preparing data and reports so that your category can go from strength to strength. Attention to detail? You've got that covered.
- 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.
- You always strive to exceed any target that is put in front of you - this is a core driver for everything you do.

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 a time when you had a sales opportunity rejected but turned the situation around.
- About a situation where you had significant influence on a new customer, creating an epic business outcome.



thankyou.

COLLINGWOOD, MELBOURNE