

# Account Manager -Health

## **Ingredients Plus.**

- Great Culture - our people are our most valuable asset.
- Dynamic Team - fun, energetic and supportive
- Career Opportunity - with growing company
- Immediate start!

## ***Join our Vibrant Team as an Account Manager - Unleash Your Potential in the Ingredients Industry!***

Are you ready to take your career to new heights and become part of an exceptional company? Look no further than Ingredients Plus, a leading distributor of ingredients to the Beauty Care, Health Care, and Homecare Industries in Australia and New Zealand. We are passionate about providing flexible, reliable, and trusted solutions, and we believe that success is achieved through continuous innovation, enduring partnerships, and a dedication to exceptional service.

## **The Ingredients Plus Difference**

At Ingredients Plus, our secret ingredient is the passion and desire for success that drives our team. We are united by innovative concepts and a commitment to serving our customers with excellence. Reporting to the ANZ General Manager, this role will be an integral member of our commercial team & will be instrumental in our next phase of business growth.

## **Key Responsibilities**

In this exciting role, you will have the opportunity to:

- Drive sales growth and achieve annual targets for your assigned customers and/or area, including sales and gross margin goals.
- Conduct thorough customer and product analysis to develop an annual sales and gross margin budget.
- Identify and capitalize on opportunities by effectively leveraging our extensive portfolio of products and services.
- Cultivate and nurture strong customer relationships to foster loyalty and maximize customer satisfaction.
- Collaborate with Product Managers to execute launch campaigns, gather valuable feedback, and convert opportunities.
- Coordinate customer complaints to ensure timely resolution and maintain a high level of customer satisfaction.
- Actively participate in industry tradeshow, seminars, and functions to promote our products and expand professional networks.
- Collaborate with the Product Manager on pricing strategies, tactics, and service levels to drive profitability and customer value.
- Provide valuable insights on customer, competitor, and market activities to shape our strategic initiatives.

- Assist with supply, forecasting, and stocking activities to optimize operational efficiency.
- Prioritize, coordinate, and follow-up on various customer requests, including sampling, technical information, and regulatory compliance.
- Develop a comprehensive understanding of markets, products, and applications to deliver innovative and tailored solutions to our customers.
- Align activities with the overall Business and Principal Plans to ensure strategic congruence.
- Manage expenses within the allocated budgetary limits.
- Adhere to safe work practices, WHS principles, and uphold the company's values, policies, and procedures.
- Provide mentorship and leadership to junior sales team members, setting a positive example and fostering their professional growth.

## About You

- Experience managing national accounts, in the ingredients industry preferably in pharmacy, health.
- Tertiary Science Degree preferred.
- Agile and creative mindset.
- Deep understanding of category management.
- Strong analytical skills.
- High level of commercial acumen, including P&L management and data analysis.
- Proven negotiation ability and PC literacy.
- Driven go-getter seeking career growth in a global business.

## Benefits and Culture

At Ingredients Plus, we value and reward our exceptional team members. When you join us, you can expect:

- A competitive remuneration package, including a vehicle allowance.
- A comprehensive induction and training program designed to set you up for success.
- Competitive quarterly incentive bonuses that recognize your contributions.
- A fantastic team culture that promotes collaboration, support, and camaraderie.
- Ample opportunities for career advancement within our growing team and company.

In return for your experience and expertise, we offer a working environment that is not only fun and professional but also clean and engaging. Our team-building events and strong employee engagement plan ensure that you'll feel valued and connected every step of the way.

## Take the Next Step in Your Career - Apply Today!

If you possess the drive and passion to succeed and are eager to advance your career, seize this opportunity to join Ingredients Plus. To apply, click on the apply button or message Natasha via LinkedIn. Together, let's unleash your potential and create a future filled with growth and success.