



## **Sales Executive (Full Time), Australia.**

### **ABOUT NUTRITICS**

Since Nutritics launched in 2013, we've quickly become a global leader in the provision of accurate and reliable nutrition management software. We provide our software to thousands of forward-thinking businesses in 170 countries around the world in foodservice, food manufacturing, healthcare, education and elite sport. Our clients include leading foodservice outlets, professional sports teams, universities and healthcare institutions. By using Nutritics, today's professionals have the best tools available to help their clients make accurate, relevant and actionable food choices.

As part of our continued growth in Australia, we are seeking to hire a sales executive to broaden our sales team. Our Australian office is based in Sunshine Coast, however this role can be based remotely in Sydney or Melbourne for the right candidate.

### **YOUR MAIN RESPONSIBILITIES**

- Growing Nutritics Enterprise sales across our four main markets in Foodservice, Elite Sport, Healthcare and Education
- Create, drive and manage business plans to deliver sales growth
- Meet with prospective clients to demonstrate the Nutritics software, both in person and online
- Prospect potential leads and schedule meetings as required
- Conduct quantitative analyses, develop presentation materials, and support strategic planning for the overall sales function
- Manage daily and weekly engagement with our partner network
- Collaborate with internal teams, including Sales & Marketing to drive new business and Product & Engineering to build out product integrations
- Visit our local and head office regularly and support with key sales meetings and conferences across Australia
- Assist with the recruitment of new sales team members

### **CAREER PROGRESSION OPPORTUNITIES**

- Recognition as a key part of the team that continues to deliver significant sales growth
- Opportunity to learn from working alongside an experienced management team and market leading clients around the world
- Interaction with senior management of international foodservice, elite sport, healthcare and education businesses

### **THE IDEAL CANDIDATE WILL HAVE**

- Deep sales expertise, blending technology and business strategy to develop compelling plans for new sales leads
- An ability to build and maintain strong relationships with a diverse set of internal and external including senior level executives in Sales, Engineering and Marketing
- A strong sales mindset and understanding of the Nutritics product family, current market trends and industry players
- Excellent interpersonal skills including active listening.

- A confident communicator that excels at collaborative cross-functional work and knows how to be empathic and articulate.
- Passion about Nutritics, that comes to work with you daily. We want you to be focused on quality delivery and doing an excellent job that you can take pride in
- A minimum of 2 years' experience in a similar role
- Proven track record in meeting and exceeding pipeline generation and sales targets
- Third level qualification is desirable not essential
- Fluent spoken and written English.
- Proficiency with Microsoft Office
- Previous experience in nutrition is an advantage but not essential
- Ability to work on their own initiative while working alongside a supportive team
- Excellent communication skills both oral and written

### **MOST IMPORTANTLY**

Being a people-focused Company, it's not just about your role. We are equally interested in you. Nutritics' core values are real – they are driven by our CEO and are strongly held by everyone working here. These values of Career Fulfilment, Honesty & Integrity, No Ego, Customer First, Excellence, Drive and Personal Commitment allow us to retain and develop excellent staff. We want our team to look forward to coming to work every day and this drives our culture and outlook.

### **OUR BENEFITS**

- 20 days annual leave
- Training & Development Programmes
- Sports and Social Club (with optional local gym membership)

### **WORKING WITH NUTRITICS GIVES YOU**

- An excellent remuneration package
- Unparalleled opportunities to a rewarding & diverse career path
- An experienced technical peer group
- Access to on-going training & development

### **LOCATION & HOURS OF WORK**

Nutritics Australian office is based in Sunshine Coast, however this role can be based remotely in Sydney or Melbourne for the right candidate. The candidate will be expected to work a minimum 37.5 hour week. We operate a flexi time policy and on occasion evening work will be required to service international markets.