



**Flavourtech Pty Ltd**  
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## **Business Development Manager – South East Asia**

Flavourtech Pty. Ltd., based in Griffith NSW, is seeking a highly motivated individual to join its Sales team. Flavourtech has a world-wide reputation for its innovative technologies which are considered the “gold standard” in many industries and are of benefit in the production of natural flavours, high quality concentrates and extracts. Their technologies are widely used in a variety of industries with the main focus being in the food/beverage processing industry especially in soluble and RTD coffee and tea processing. For further information see [www.flavourtech.com](http://www.flavourtech.com)

Reporting to the Sales & Marketing Director, you will be responsible for increasing revenue and profit for the territory that includes: Indonesia, Malaysia, Singapore, Philippines, South Korea and Australia. You will be the main point of contact for customers with the goal of developing the market, creating new business and delivering profit targets within the region.

Key Responsibilities include:

- Increasing new and existing business within the territory
- Developing and implementing plans to improve sales in the region
- Promoting a professional image and the presence of the company and its products

To be successful in this position you will have:

- A minimum of 5 years Senior Sales and Account Management experience
- Tertiary qualifications in a business, science or engineering discipline (desired but not essential)
- Experience in dealing with different business cultures (desired but not essential)
- Excellent communication and organizational skills with attention to detail
- Proven record of success in a senior Sales role for large capital equipment
- Strong listening and consulting skills
- Ability to be a driven self-starter that can work as part of a larger project team

Colleagues would describe you as competitive, professional, driven, visionary, calm under pressure, ambitious, a good listener and reliable.....and a real pleasure to work with. An excellent package will be discussed with the successful candidate. Frequent travel would be required to the countries within the territory.

Applications close 30<sup>th</sup> of January.

To apply, email your resume and covering letter to [FTHR@flavourtech.com](mailto:FTHR@flavourtech.com)