

# thankyou.™



## WHY THANKYOU?

**Change the world with a group of passionate and determined people.**

We're a social enterprise that commits 100% of profit from our consumer products to end global poverty. Some say we're taking on the impossible. So it's a good thing the team believe impossibility is only someone's opinion, not a fact.

Today, our water, personal care and baby products are stocked in over 5,500 outlets in Australia and New Zealand, including all major supermarkets. Through hard work and determination, our personal care range has numerous products that are market leading, and others heading in that direction. Through this, we've given over \$5.8 million to help get safe water, toilets, food aid and child and maternal health programs to over 785,000 people in need in 20 countries.

At Thankyou, we're focused on creating and delivering world-leading personal care products that surpass the expectation of our customers and enhance the Thankyou brand for one purpose only: the end of extreme poverty.

Everyone who joins our team is committed to bringing their unique fingerprint so that, together, we can achieve our purpose: to empower humanity to choose a world without poverty. We know that humanity is a lot of people and poverty is extremely complex, so we need the world's best minds and hearts in our team to be able to take on the impossible and see our dreams become a reality. Is this you?



## KEY ACCOUNT MANAGER

**Location:** Auckland, NZ

**Position:** Full-time, Fixed term (Maternity Leave Cover, 12 months)

### WE ARE LOOKING FOR

- At least 3 years' experience working in a business development or account management position within the FMCG industry
- Excellent pitching, negotiation and business presentation skills, with the ability to 'think on your feet'
- Strong Excel, Aztec and data management skills to analyse sales and financial data
- A true 'people person' with a passion for developing and maintaining great relationships

### THE OPPORTUNITY

As someone who is passionate about seeing the effects of extreme poverty end in our lifetime, you will manage the achievement of the Sales Budget in NZ via all key channels; this includes grocery, route, and convenience channels.

You will be the key representative of Thankyou within the NZ market, managing all day-to-day operations, reporting directly into the Head of Sales ANZ. Acting as the main point of contact for key customers, distributors and field teams, you will work on growing the top-line revenue of the business, in line with agreed Trade Spend and marketing budgets. As a customer facing representative of Thankyou, in all interactions you will strive to connect with customers not just on a commercial front but share the story and vision of Thankyou.

#### Your responsibilities will include:

- Liaising with key customers through buyers and category managers, coordinating range review meetings and promotional plans and activations to drive sales and trade spend budget achievement.
- Managing all day-to-day correspondence and requests from buyers and category managers, proactively keeping these external stakeholders informed of any key company achievements, results and media features.
- Undertaking negotiations with buyers and category managers regarding commercial and trading term agreements.
- Utilising existing data, as well as sourcing new information, to review and report back to the Head of Sales on in-market sales data, and performance trends within your product categories.
- Month-end financial reporting, tracking of sales forecast versus budget, as well as promotional effectiveness.

### CONTACT

Please send us an email ([careers@thankyou.co](mailto:careers@thankyou.co)) with your CV and your cover letter answering these questions:

1. Why do you want to be part of the Thankyou Sales team?
2. What sales project are you most proud of being part of and what role did you play?
3. What do you love most about working in account management?