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| Key skills* Excellent sales and negotiation skills
* The ability to motivate and lead a team
* People development
* Stakeholder management
* Strategy & Planning
* Commercially savvy
* Presentation skills
* Relationship management

EducationGraduate Diploma in Psychology from Massey University (NZ)Graduated 2022Bachelor Degree in Business Psychology from Massey University (NZ)Graduated 2021Bachelor Degree in Business Major Marketing from Massey University (NZ)Graduated 2018 | **Summary**I’m a highly organised commercial savvy sales leader with more than 15 years’ experience and currently working for NZ largest food manufacturer. I have a bachelor’s degree in Business and Business Psychology along with a diploma in Psychology. **Career history**Head of Customer - (WWNZ) – Goodman FielderJuly 2020 – CurrentOwnership of the Woolworths NZ account for branded and private label products. Managing a team of five National Account Managers within New Zealand’s largest Food Manufacturer. Key responsibilities* P&L ownership and management.
* Strategic alignment & monitoring.
* Private label tenders & terms negation
* People leadership and development.

Achievements* Secured several key private label contracts in cooking oils, bread, cultured and yoghurt.
* 2 direct reports promoted.
* Companies first JBP and full company planning session.

Channel Manager – Diplomat NZOctober 2017 – July 2020Ownership of head office driven accounts for P&G along with leading four National Account Managers and a member of the Global sales best practise academy.**Key responsibilities*** Ownership of customer performance in accordance to P&G’s strategy and business goals.
* People leadership and development
* Global sales academy lead for NZ

Achievements* Secured several range review wins through JBP planning.
* Rolled out organisations first global sales training.
* Moved customer relations ships from transactional to partnerships.

National Business Manager – SCJJuly 2016 – October 2017Management of WWNZ, The Warehouse and Mitre 10 accounts along with one direct report.**Key responsibilities*** Ownership of customer performance in accordance to SCJ’s strategy and business goals.
* People leadership and development
* Business planning and T2T meetings.

Achievements* Re-built the SCJ relationship with the account.
* In 6 months have turned a business in a decline of -20% to flat growth.
* Implemented initiatives that have grown the top line by $900k for balance of year.

National Sales Manager – L’Oreal NZJune 2015 – July 2016Lead the sales function for the salon division including business development and contracts.**Key responsibilities*** Leading a in field team on x 9 Sales Managers
* New business development and contract management.
* Relationships with +500 salons

Achievements* I was asked to come into the business and implement more structure and tools along with rebuilding the sales team which had the highest turnover in the company. Reduced staff turn by 70%.
* Devised individual training plans for all staff.
* Cultural change champion.
* Turned around the external perception of the brand with salon owners to be a positive experience.

National Business Manager – Loreal NZOctober 2013 – June 2015Management of WWNZ, and the company’s 3rd party merchandising team. Key responsibilities* Customer relationship management.
* JBP’s/T2T and strategy
* People leadership to one direct report

Achievements* L’Oréal first – Innovation with in store execution by implementing 4-sided pallet displays.
* Partner in HMC – Customer category management project
* Leading a full integration in the PEL DC
* Awarded medium supplier of the year at PEL awards

Summary of previous rolesNational Account Manager – Loreal NZ (FSNI)January 2013 – October 2013National Account Manager – DKSH (FSNI)July 2010 – January 2013National Account Manager – SchwarzkopfApril 2009 – July 2010National Account Manager – CloroxSeptember 2006 – April 2009Business Development Manager – CrossmarkFebruary 2005 – September 2006**Interests** * Cycling
* Yoga
* Adventure racing

 **References**Available upon request |