

Account Manager – Fresh Area Display Solutions

Melbourne, VIC | Full Time

Sydney, NSW | Full Time

Are you passionate about the fresh produce industry and looking to take the next step in your career?

Shop Display Solutions is a leading Australian manufacturer of display and merchandising solutions for supermarkets, greengrocers, and fresh food retailers. Due to continued growth, we are seeking two Account Managers to support our valued reseller network and customers throughout Melbourne and Sydney.

This role would suit:

- Someone currently working in the fresh produce industry who is looking to move into a sales and account management role.
- An experienced sales professional with a strong background in fresh produce, supermarket operations, or fresh food merchandising.
- A person who enjoys building long-term relationships and helping customers improve their fresh departments.

About the Role

The primary focus of this position is to support, educate, and strengthen relationships with our existing reseller partners and customers throughout Melbourne and Sydney

You will work closely with retailers, produce managers, and resellers to provide guidance on display solutions, merchandising opportunities, and best-practice presentation of fresh produce.

This is a consultative role focused on helping customers achieve better outcomes, not high-pressure selling.

Key responsibilities include:

- Maintaining and growing relationships with existing reseller partners.
- Providing product knowledge and technical advice on fresh produce display systems.
- Assisting customers in selecting the most suitable display solutions for their stores.
- Identifying opportunities to improve fresh department presentation and merchandising.
- Conducting store visits and customer meetings throughout Victoria.
- Supporting new customer enquiries and following up leads.
- Acting as a trusted advisor for both resellers and end users.
- Providing market feedback and insights to assist with product development and innovation.

About You

To be successful in this role, you will ideally have:

- Experience working within fresh produce, supermarkets, greengrocery, or fresh food retailing.
- A passion for helping customers achieve better results.
- Strong communication and relationship-building skills.
- The ability to provide practical solutions and recommendations.
- Good organisational and time management skills.
- A willingness to travel as required.
- A current driver's licence.

Sales experience is advantageous but not essential for applicants with strong fresh produce industry experience.

What We Offer

- Competitive salary package.
- Company vehicle or vehicle allowance.
- Training and ongoing support.
- The opportunity to join a respected Australian manufacturer.
- A collaborative and supportive team environment.
- Career development opportunities within a growing business.

If you have a background in fresh produce and enjoy working with people, we'd love to hear from you.

Apply now with your resume and a brief cover letter outlining your experience within the fresh produce industry and why this opportunity interests you.

Send your application to peter@grantaustinpackaging.com or call 0412 793 440 to find out more