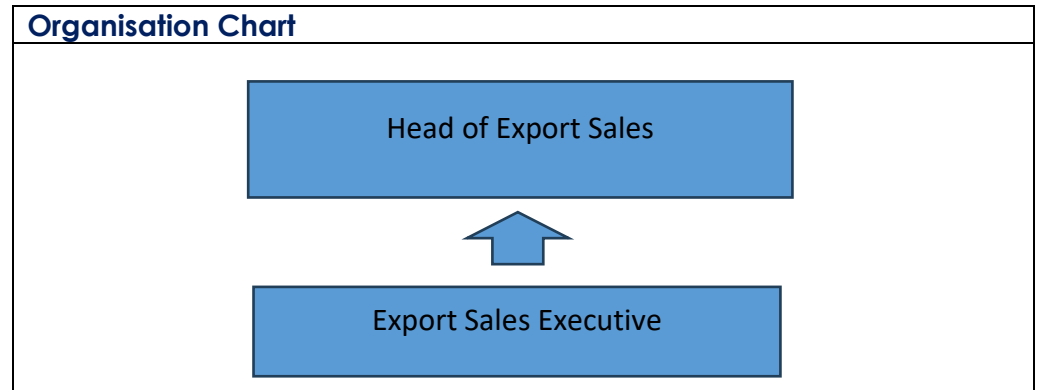


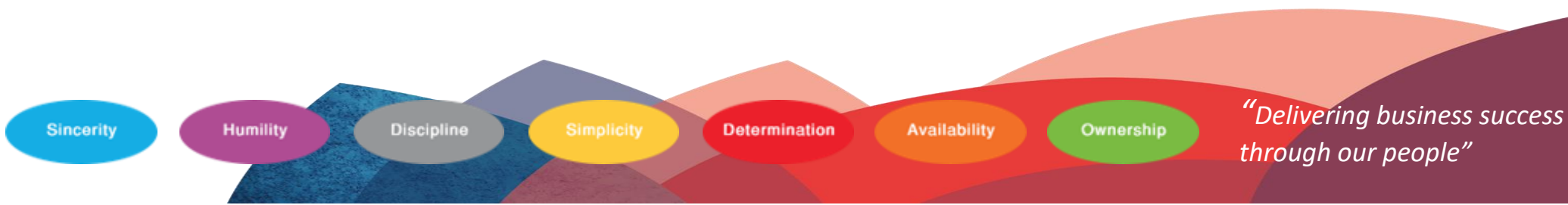
Role Description

Job Title	Export Sales Executive
Line Manager	Head of Export Sales
Department	Exports and International Sales
Location	UK
Purpose	
To grow and develop the export business through quality commercial management.	



Key Responsibilities\Measures of Success
<ul style="list-style-type: none"> • Direct accountability of day to day running in all commercial aspects • Supporting for the Pork Export profitability and customer cost agreements • Forecasting - Aligning short and long-term sales forecasting to maximise carcass balance • Site relationship management with all key site stakeholders • Identifying and targeting new markets and new customers to add value. • Supporting and driving the short- and long-term strategy of the Pork Export business

Skills & Knowledge	Desirable
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<ul style="list-style-type: none"> • Ability to create and build positive relationships with customers • Have first class Customer, consumer and market insight • Exceptional product/process and general operational awareness • Exceptional ability to drive and continually achieve targets (KPI'S) • Can continually deliver desired margin for Pilgrims, maintaining and growing our market share • An ability to monitor, interpret, evaluate and deliver insight from raw data • Sound negotiation skills and overall strong commercial acumen <p>Has exceptional computer skills; Word, PowerPoint, Excel</p>	
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Qualifications [Accredited]	Essential
<ul style="list-style-type: none"> • Degree [desirable] • Speak multiple languages (desirable) 	

Behaviours
<ul style="list-style-type: none"> • Highly energetic, relentless, has the attitude of an owner, works hard, passionate, focused, hands-on, proactive, strong-willed, motivated, persistent and has a sense of urgency • Adopts a simple approach, uses logical reasoning and does not complicate things. Practical, agile, focused on what is important, objective and hands-on • Not arrogant, acts with respect, not self-righteous, prioritises the team over self, does not care about status, does not think that they know everything, always open to learn, modest, not vain and values the opinion of others. • Communicates clearly, honest, sincere, direct, transparent and positive. Not afraid to express an opinion, respectful, knows how to say no, welcomes people, adds value, does not listen to or encourage gossip, speaks their mind and does not backstab. Not ashamed to say, "I don't know". • Detail-orientated, perfectionist, plans, prioritises, not superficial or shallow, seeks a deep understanding of things, gets things right and honours deals. Punctual, organized, focused, pragmatic, does not make up justifications or excuses and delivers results. • Highly energetic, committed and focused on details and results. Disciplined, creative, flexible, passionate about their work, and sees the big picture. Persistent, visionary, and passionate about improving what is not correct. Perfectionist, determined, hands-on and seeks to be the best in all that they do.

