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By Camellia Aebischer

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T&G appoints international sales director



Former dairy executive Rachel Stotter to head up international sales for T&G's category and trading operations

Rachel Stotter has been appointed T&G Global's new director of international sales.

Stotter will commence the role on 25 March and report directly to CEO, Gareth Edgecombe.

Utilising her portfolio of experience within New Zealand's dairy industry, Stotter will lead international sales for T&G's category and trading operations

as the company aims to deliver on an ambitious growth plan through an improved go-to-market strategy.

Stotter was previously head of sales and general manager of the dairy category at Goodman Fielder. Prior to that, she worked at New Zealand dairy giant Fonterra for ten years, progressing through multiple roles.

She brings strong experience

in the areas of profit and loss, and global sales. During her time at Goodman Fielder Stotter led the company's sales function through a major transformation and at Fonterra developed and implemented a global sales transformation programme.