



Regional / Business Development Manager

- **Sales and Business Management**
- **Agribusiness**
- **Sydney based**

Our client occupies a unique position in the Agribusiness market servicing clients locally as well as across Asia, Pacific Islands, Central America, USA, Europe and the Middle East. They are a fully owned subsidiary of a larger Australian agribusiness however operate as a completely independent entity. Continued growth within the business has created the need for an experienced agribusiness professional to join their team.

Reporting to the Managing Director, the Regional/Business Development Manager is a newly created role incorporating business management and business development responsibilities. It plays a leading role in the export sales function and will take ownership of multiple regions and assist with the management of a range of accounts across both the international and domestic business. It will facilitate budgeting, forecasting and supplier relationships and maintain an emphasis on driving sales targets through proactive and customer centric relationships.

Additionally, the role will also:

- Perform market analysis and identify competitor activity
- Visit overseas suppliers and develop new export relationships
- Work with Territory Managers in engaging with growers and distributors
- Provide informed feedback to the Product Development team and Head Office to support their activities and decision making
- Oversee the development and introduction of new products

Skills & experience:

- Demonstrated sales leadership experience
- Experience working across ag chemical, fertiliser, seed or horticulture industries is highly regarded
- Ability to work collaboratively in a team environment
- Excellent communication skills and the ability to work with a wide range of cultural groups

A willingness to travel overseas and a strong understanding of the Australian agricultural sector is essential. To enquire please phone David Compton on 02 9006 1214 or apply via www.rimfireresources.com.au

www.rimfireresources.com.au

Brisbane: 07 3878 3411 | Melbourne: 03 9645 5200 | Sydney: 02 9006 1214