



Business Manager – Australia

Our client is seeking an experienced Business Manager to lead the establishment of the company's sheep breeds in the Australian market, by partnerships with contracted breeding partners and customers

- Outstanding country management role
- Use your business management and sheep genetics knowledge
- Opportunity to drive rapid business expansion

To drive all aspects of company sales & marketing functions in Australia.

To support the delivery of leading edge research and development, year on year sales growth through partnership working internally and externally to determine current and future needs.

To maintain and champion the company brand image.

To lead the company in Australia through developing sales systems, processes and reporting that enables representatives to meet key customers

EXPERIENCE, KNOWLEDGE AND SKILLS REQUIRED

Experience in the development of strategic business plans

Proven skills in forecasting, budgeting and financial management.

A general understanding of the principles of animal breeding in a production environment

A strong affinity with the red meat sector

Proven time management skills and ability to largely self-manage

A high level of written and verbal communication skills

Proven successful experience in sales management in a technical sales environment, preferably in Agri-business

Hands on experience developing operational sales plans, with a focus on customer segmentation and targeting

Experience in developing and reporting sales performance metrics

Demonstrated business development capability – adept at winning business

Proven negotiation skills Excellent relationship building and networking capability
Proven ability to work effectively in a team environment.
Proven problem solving ability
A tertiary qualification in science or technical field is highly desired Presentable and full drivers license

PERSONAL ATTRIBUTES

Strong people, customer service and continuous improvement orientation
Able to impart knowledge, train and positively influence others
Tenacity to achieve results in a demanding environment
Ability to quickly acquire, assimilate and disseminated technical information
Thrives on challenge with a positive 'can do' attitude

Please send your applications to Dr. Ray Johnson, Managing Director, Agricultural Appointments via email ray@agri.com.au, or phone on 0419-012841 for a confidential discussion on the role.