



REGIONAL KEY ACCOUNT MANAGER FEEDLOT/CORPORATE (SOUTHERN REGION)

A unique opportunity now exists to join Coopers as part of its Feedlot/Corporate Key Account Management (KAM) Team.

Ideally based in the NSW Riverina, the Regional KAM – Feedlot/Corporate (Southern Region) position is NEW and is one of two Regional KAM roles within the highly successful Coopers Feedlot/Corporate operation.

Reporting to the National Key Account Manager, Feedlot/Corporate Business, this new role:

- Will be responsible for the maintenance and growth of an existing business that is experiencing success due to strong relationships and a technically innovative and well-supported product range.
- Needs to establish and nurture commercial relationships across the Australian Agricultural Industry spectrum to drive portfolio acceptance in the Australian Feedlot, Corporate Pastoral, and Live Export sectors.

The successful candidate will ideally have:

- Proven Sales, Agriculture and Key Account Management experience with solid understanding of the Australian Feedlot Industry;
- An ability to develop new business by identifying key targets, establishing new relationships, developing strategic plans, as well as sound In-Field implementation.

For further information on this role, please contact –

Rob Baines

National Key Account Manager (Feedlot/Corporate Business)

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