



## **TERRITORY SALES MANAGER**

- Animal nutrition
- Major organisation
- North & Central Qld

Here is a great opportunity to join a market leader in the manufacture and marketing of high quality, sought-after animal nutritional products.

As a Territory Manager for this important region, you will work closely with pastoralists, key agricultural resellers, consultants and influencers, along with internal feed mills, nutritionists and your sales peers. You will be responsible for strengthening relationships and developing new solutions within key market segments to promote the products and expert services.

To be successful, you will have a reputation for seizing opportunities and making things happen, with a proven track record in achieving sales targets. Success in this role includes;

- Presenting products and solutions to customers to achieve sales targets
- Developing and nurturing strong, long term relationships with key accounts
- Responding to customer requests in a timely & effective manner
- Developing specific sales action plans for the relevant product portfolio
- Ensuring timely achievement of administration and reporting requirements
- Developing a comprehensive knowledge of the Australian beef/cattle industry
- Effective Territory coverage and key customer satisfaction

A good understanding of animal nutrition and Qld livestock systems is key, along with the ability to build and maintain strong rapport and business relationships with producers and retail partners. Frequent seasonal travel will be required and Townsville is the preferred base, although other central locations may be considered for the right applicant.

To enquire about this terrific career opportunity, please call Sharon Moloney (07 3878 3411) or Nigel Crawley (03 9645 5200), or apply via [www.rimfireresources.com.au](http://www.rimfireresources.com.au).