

## **Sales Manager Pasture & Queensland Region**

GrainCorp is a leading international agribusiness and food-ingredients processor, with a diverse range of operations that span four continents and supply customers in over 30 countries.

Our Oils business is a leading edible oils business in Australia and New Zealand and we also operate several complementary downstream businesses in recycling and animal feed processing.

At GrainCorp, our people are the heart of everything we do. We're committed to enhancing our high performing team by developing a skilled workforce and encouraging diversity of both people and thinking. It's great for you, and it's great for our customers.

*Together we go places.*

### **Your challenge**

This exciting role is based in Brisbane and will focus on but not be limited to leading the development and execution of the national pasture sales strategy in molasses and supplements as well as take ownership of the Queensland region supporting the feedlot and feed mills sales manager's. As part of small dynamic team you will drive market and sales growth, build new business, and maintain customer satisfaction among our existing base. Using commercial acumen and active management you will ensure a win-win situation with customers from smaller family farms to rural stores and large pastoral entities. The role also promotes building cross-business opportunities within GrainCorp. It is imperative that you fully embrace the GrainCorp values and actively promote these.

You will develop strong cooperative relationships with key stakeholders at all levels. Due to fluctuations in demand and seasonal changes, this is a flexible role providing hands on support whenever required for sales and promotion in other regions. You will work closely with management and other team members on budgeting, forecasting, pricing and strategy.

### **Your skills and experience**

You will have agricultural sales and marketing background, ideally with an understanding of both value add products and commodities. You will have a proven track record in sales and an understanding of supplementary feeding coupled with exposure to logistics and the associated value. On job training and development will be provided where required.

The role requires a self-motivated person with a respected industry profile who is willing to participate at an industry wide level. You will be performance driven to achieve sales budgets as agreed and be measured against key performance indicators. It is essential that you have a flexible attitude and are able to work in a small flat structured team where cross-role functionality is essential to its success.

This role requires a person with a passion and understanding of rural life and hands on people engagement as extensive domestic travel will be required.

### **Together we are safer**

Safety is a core value at GrainCorp, we are committed to a 'zero harm' environment and we act consciously every day to keep ourselves and our teams safe.

**Closing date for applications is Friday 19 February 2016**

**Applications can be submitted online via [www.careers.graincorp.com.au](http://www.careers.graincorp.com.au)**

**For enquiries, please contact Orla Blair on 02 9266 9316 or [orla.blair@graincorp.com.au](mailto:orla.blair@graincorp.com.au)**