



Territory Sales Manager

- **Central Qld (Rockhampton / Emerald)**
- **Well Established Territory**
- **Retail and End User Focus**



If you enjoy dealing with livestock producers, have a strong understanding of rural retail and have the energy and drive to make things happen, then this is your opportunity to shine. For over 75 years, Gallagher has been the market leader in animal management and is recognised as the pre-eminent brand and innovator within the electric fence, and weigh/EID space. Gallagher has a strong market position due to their commitment to research and development – they are acknowledged as a leader in providing service and value to both rural retail customers and farmer end-users.

The current territory is well established and contains valued, long term partnerships at both on farm level and with resellers, but still contains opportunity for growth. The current Territory Manager has transferred within Gallagher to another territory. As Territory Sales Manager, your role will be to manage the established territory as well as increase and drive new sales with rural retail partners through managing key account relationships. You will also spend considerable time with livestock producers and industry stakeholders and ideally, the successful candidate will be located in Rockhampton or Emerald to ensure work and home life balance is easily managed.

To be successful in this role, experience in livestock production and previous sales management experience will be critical to your success. You will have strong communication and time management skills, be comfortable with technology and have a drive to succeed. The successful candidate will need to work autonomously and have a willingness to travel.

A remuneration package will be negotiated to attract candidates of the highest calibre. For more information please call Nigel Crawley on 03 9645 5200.

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