



Business Development Manager

- Drive sales and distribution of a highly innovative new technology
- Key focus is on the Australian and international beef and dairy livestock industries
- Outstanding remuneration package and great career progression

The Company

Our client is a world-leading agricultural technology company that is launching a new innovative product targeted at the beef and dairy industries worldwide. As the product has advanced through to the commercialization stage they now need a **Business Development Manager** to drive the ongoing introduction into the market, establish a solid sales base and to continue to work with the product development teams.

The Role

This person will be responsible for engaging with customers to understand their needs and to help translate these into product features and functions, and to develop strategies and drive initial sales to those customers. This will involve meetings primarily with beef and dairy farmers to communicate key product features, organising trials and obtaining feedback to continually enhance and improve product performance.

Requirements to apply for this role

This role would ideally suit someone who has taken new innovation to market, preferably in the agricultural market, and experience of the northern beef industry

Location

This role is ideally located in or around the Melbourne area. Significant travel is envisaged.

Remuneration

An excellent remuneration package (>\$150k) plus a generous bonus scheme is on offer to attract the right person for this crucial role, including salary, superannuation, car, computer and phone.

To Apply

Please apply online – ray@agri.com.au before the closing date of June 16th, 2017.

Please contact Dr. Ray Johnson (0419012841) or email ray@agri.com.au for a confidential discussion on the role if required.