



South East Asian Livestock Services Pty Ltd

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South East Asian Livestock Services (SEALS) is a registered livestock exporter in Australia with over 20 – years of history.

SEALS is subsidiary of Yarra Corporation.

We are looking for a full time **SALES AND MARKETING EXECUTIVE** with a view to capitalise on the expanding live export trade. With multiple offices and a solid client base, the business is looking for an experienced sales professional to manage and grow sales in the greater Asia region.

The role is a senior manager position within SEALS focused on managing our extensive client base across S.E. Asia and into China. This position would be a key part of the SEALS Executive Team.

About the Role

SEALS requires a motivated, professional sales representative with prior experience in exporting livestock.

This role will be focused on working with customers to deliver benefits to all stakeholders. Client management is the core skill set required, however, being a small company there will be the need to be involved in all aspects of the business including buying cattle, loading vessels, supply chain management and ensuring that we comply with ASEL and ESCAS.

Located ideally in Darwin Office, regular travel is required both domestically and internationally.

Core Responsibilities include:

- Manage customer relationships in a mutually beneficial way.
- Enhance or build new business in designated markets.
- Develop sales plans and sales targets
- Complete costing models for consignments and analyse data.
- Report and provide feedback to the SEALS senior management
- Demonstrable competency in strategic planning and business planning
- Ability to deliver budgets and met sales targets that are set via the General Manager and approved via the Board of Directors

Qualifications, Skills and Experience:

Applicants for this position should have the following skills and attributes:

- Experience in sales and marketing in a live export environment
- A strong background in customer service and relationship building.
- Commercially astute and a good communicator
- Detailed knowledge of market requirements within Asia.
- An understanding of the live export supply chain and its regulatory framework
- Tertiary qualifications preferred, but not essential.

www.sealslivestock.com

Australian Livestock Marketing & Exporter



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- Must be able to work independently, but also within a team environment.

Applications including a cover letter and resume should be forward to

Kevin Mulvahil

Email: kevin@sealivestock.com.au

Phone: 0448 644 564

Application close on Friday 26th January, 2018