

Business Unit Manager

Our Client

Our client is a leader in providing rural services and retail supplies to the agricultural farming sector. Part of a larger group which have a strong footprint across a wide network of locations, they are professional, trusted, and highly organised. Focused on long term relationships and customer service, they offer high quality technical advice and support to their loyal and growing client base.

Role

Reporting to the Group Managing Director, there is now a requirement for a **Business Unit Manager** to lead the rural merchandise business. This involves supplying a wide range of farm inputs including crop protection, fertiliser, animal health and general merchandise to clients.

Responsibilities

In this diverse role you will enjoy being responsible for:

- Leading, mentoring and empowering the branch staff
- Driving sales, profitability and market share
- Focusing on managing client relationships and customer/ employee satisfaction
- Execution of the business procurement strategy, managing and controlling inventory
- Creating a safe, happy, healthy work environment ensuring compliance with all requirements

You will have a strong commitment to servicing and working with the local community. To assist you in the role you will have flexibility and autonomy.

Person Requirements

To be successful in this role you will have:

- Field experience / track record in the agricultural sector (ideally horticulture and viticulture production) in a sales focused role
- Good people management, team leadership and influencing skills
- Demonstrated ability to manage a retail merchandise business increasing sales, profitability and customer satisfaction
- Excellent communication skills, capacity to develop relationships
- Hands-on approach, enthusiastic, positive and willing to get involved
- Working knowledge of invoicing, stock control and computer skills

You may not currently be managing staff, however have the leadership ability and are looking for an opportunity to step up, use your skills and embrace a new challenge, which could kick-start your career.

Remuneration & Location

An excellent remuneration package is on offer to attract the right person for this crucial role, including salary, superannuation, car, computer and phone. There is also a highly attractive bonus scheme on offer. The role is based at the beautiful regional centre of Mildura in NSW.

To Apply

Please apply online.

Contact -

Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments by phone 0419 012 841 or email ray@agri.com.au

for a confidential discussion on the role if required.