

## **Sales Manager**

Bilba Group is comprised of various business units being Northern Stock Water, Elsam, Joco Fencing and Great Northern Tanks. We manufacture, supply and install high quality water development products to large rural cattle stations and the mining and industrial industries throughout Northern Australia. Bilba Group is also partnered in two large rural cattle stations in the Northern Territory.

We are currently seeking an experienced and enthusiastic Sales Manager who is sales driven and self-motivated to establish and drive our sales process and support the development of our business. This position is a permanent full-time based in our Darwin branch with extensive travel in NT & Australia wide.

This mobile role is crucial in leveraging strong relationships to increase sales revenue whilst delivering highly regarded customer service and driving sales initiatives while we continue to expand our company through industry and throughout Australia.

If you are based or are willing to relocate to the Northern Territory and are seeking a dynamic sales role that you can truly make your own, then we want to hear from you.

### **Selection Criteria:**

- 3 plus years of sales management experience
- Proven experience within the rural and agriculture industry
- Ability to develop and implement sales processes to drive sales performance
- You will be a commercially focused individual who is able to demonstrate exceptional communication, presentation, negotiation and planning skills.
- Strong organisational and time management skills
- Enthusiastic about our products and services
- Demonstrate success of sales and new business achievement in industrial and agriculture markets
- Experience meeting and exceeding KPI's
- Highly professional, well presented, positive, enthusiastic and self-motivated
- Proficient in Microsoft office software (Word, Excel, Outlook), computer & tech skills
- Ability to build rapport with rural re-sellers and livestock producers and maintain professional relationships across the agriculture sector
- Must hold a current drivers' licence
- Willingness to travel throughout the territory and other states of Australia
- Knowledge of water development products and their application would be highly regarded
- Successful candidates must hold permanent residency in Australia

### **Duties and Responsibilities**

- Familiarise with, and sell our products and services
- Liaise with our existing client base and build on our current relationships
- Develop a winning sales strategy that aligns with the company
- Develop and maintain effective relationships with key clients, rural retailers and end users.
- Develop Sales KPI's and manage a small sales team
- Develop and implement new sales strategy
- Manage all sales resources, set sales target in your team and control sales activity plans.
- Travel to businesses within Northern Territory and throughout Australia. (predominately rural based)

### **Benefits Offered:**

- Competitive remuneration package
- Opportunity to continuously learn and grow.

For inquiries or to apply please contact Saba Sadiq - Human Resources Coordinator,  
Email - [hr@bilbagroup.com.au](mailto:hr@bilbagroup.com.au) Ph: 08 8931 2439.

Applications close 30<sup>th</sup> April 2019