



## National Salesperson

Thompson Longhorn was established in 1983 and is the leader in design, manufacture and installation of livestock handling equipment in Australia. We are a professional, family owned company looking for an enthusiastic, self-motivated person who is customer focused and wants to be part of our collaborative and enthusiastic team. Based from our head office at Goomburra, near Warwick, this is a national role.

We are seeking an Agricultural Salesperson to actively promote and sell livestock handling equipment to meet customer needs primarily in the feedlot, saleyard and beef producing sectors. Previous agricultural experience with equipment or livestock would be advantageous as would sales experience in the rural and associated industries. This position is integral to our operation and would be well suited to a sales professional wanting to secure a rewarding long-term career in the agricultural sector.

This role entails the following key duties:

- Solve client product and technical needs with required urgency
- Monitor and manage client accounts through CRM system
- Build strong relationships and communication networks with clients
- Respond to prospective clients with urgency
- Prepare quotes and orders in a timely manner
- Follow up after delivery and / or installation with clients
- Coordinate and conduct client information days/nights
- Coordinate and attend Company participation in tradeshow, field days, etc.
- Monitor performance in accordance with sales targets
- Monitor market trends and identify potential customer markets
- Submit reports and other required documentation in a timely manner

Additional skills in the areas of construction or project management would be beneficial.

The successful candidate will have a reasonable level of computer literacy and attention to detail, a friendly disposition with a 'be of service' attitude. A company vehicle with mobile phone and laptop is part of the package. A current open driver's license is a necessity.

A competitive, negotiable remuneration package plus bonus is on offer to reflect your skills and experience.

The position is permanent, full time requiring considerable travel, and flexible working hours.

Please forward all applications to [info@thompsonlonghorn.com.au](mailto:info@thompsonlonghorn.com.au)