

Sales Consultant

- Outstanding role with major European ag equipment company
- Solid business across multiple feed and livestock production sectors
- Great remuneration, international travel for training, strong career path

Our Client

Our client is a major global agricultural equipment manufacturer with a strong presence in Australia. The company has more than 140 years of experience developing, projecting and producing advanced machinery for feed production plants, full-line pig and poultry farms, housing for cattle farms, grain storage and handling plants and seed processing. They would now like to appoint a dedicated Sales Consultant/Representative to focus on solution selling to pig producers.

The Role

Reporting directly to the Sales Manager this role will have a primary focus on growing sales in the pig industry. This role will involve strong communication and customer service skills in order to understand customer requirements and provide expert solutions. The company has significant engineering, design and technical skills to assist the sales team.

Responsibilities

- Build relationships with customers and drive sales growth in the pig feeding and penning equipment products
- Travel throughout Australia, working directly with farmers and commercial client's alike with an average 5 days per month travelling
- Complete "end to end" sales; planning, visits, quotation, follow up, negotiation and ordering
- Advise, guide and support potential customers in choosing the right solution for their specific needs

Requirements

- Demonstrated sales experience in rural, agriculture or agribusiness sectors
- An understanding of farming and livestock production
- Knowledge of pig production would be preferable
- Excellent communication, presentation, negotiation and time management skills.
- Self-motivated, ability to work autonomously
- Excellent communicator (written, verbal, and listener) at both scientific and farmer levels
- Collaborator - can effectively interface with peers and with the various business segments of the business. Can both direct and react as appropriate to the business

Location and Remuneration

Head Office is located south of Brisbane. An attractive remuneration package will be negotiated to attract the right person to this key role within the business.

To Apply

Please apply for this role online (Seek or www.agri.com.au). For a confidential discussion on the role please call me on 0419 012 841 or email me at ray@agri.com.au

Dr Ray Johnson, Senior Agribusiness Consultant & Managing Director, Agricultural Appointments