



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 consult with clients in the design, development and construction of yards, maximizing operational performance, primarily in the feedlot, sale yard and beef producing sectors. Previous cattle handling experience with a knowledge of animal behaviour is essential. Sales experience in the rural and associated industries would be advantageous. This position is integral to our operation and would be well suited to an individual with livestock experience wanting to secure a rewarding long-term career in the agriculture sector.

This role entails the following key duties:

- Consult with clients to design & equip cattle yards, taking into consideration animal behaviour & safety
- 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 company participation and attend 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