

Our Client

Our client is Australia's premier distributor of chemicals and equipment to professional pest companies and pest controllers. This is a family-owned Australian business dedicated to providing customers with quality products, superior service and sound advice. The company has sales and distribution branches in every capital city around Australia.

Role

Due to an internal reorganization there is now a requirement for a **Branch Manager** to lead the Melbourne branch of the company. This is a sales role as much as a facility management role, there are over-the-counter sales to pest companies and then this person needs to spend perhaps one-day each week visiting clients. The role reports directly to the General Manager of the company.

Responsibilities

In this diverse role you will enjoy being responsible for:

- Branch Manager Port Melbourne, Victoria
- Complete control of the branch from sales, warehousing, customer service and logistics
- Sales function and ensuring targets are met
- Day-to-day management of office functions including, marketing and reception
- Customer service and client relationship quality control to exceed customer expectations and deal with customer queries
- Managing the warehouse and logistics operations and efficiencies
- Inventory control, including purchasing, forecasting, stock management, profitability

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 pest control industry in a sales focused role
- Demonstrated ability to manage a wholesale sales and warehousing business with a focus on increasing sales, profitability and customer satisfaction
- Experience in transport logistics and stock control
- 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
- Good people management, team leadership and influencing skills
- Complete care for the health and safety of your co-workers who may be affected by your actions

You may not currently be managing staff, however have the sales and 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. You might have a background in pesticides or in trade sales.

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. The role is based in Port Melbourne, Victoria.

To Apply

Please apply online. Contact Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments by phone 0419012841 or email ray@agri.com.au for a confidential discussion on the role if required.