

Ruminant Sales Manager/Key Account Manager

- Multinational leader in animal health
- Well known and highly regarded product lines
- Dairy market focus

Our Client

Our client is a major global animal health company with a strong presence in the Australian livestock market. We are searching for a Ruminant Sales Manager/Key Account Manager to be based in southern Australia in order to sell and market the company's products, predominantly in the dairy industry in Western Victoria.

The Role

The position is responsible for managing the customer relationships and sales and territory profitability for the company's dairy product range in the southern Australian dairy market, primarily focused on the Western Victorian market.

Responsibilities

- Manage relationships with key distributors, influencers, consultants and end users
- Develop and implement a plan to achieve annual sales and gross margin targets
- Call on customers and end users and represent the company within the territory
- Build product and brand awareness amongst customers and other stakeholders

Requirements

- A Tertiary Qualification in a relevant field (e.g. Agricultural Science / Animal Science) is highly desirable
- An understanding of basic ruminant nutrition
- An awareness of animal health issues faced in the dairy, beef, sheep, pig and poultry industries
- Ability to communicate at a scientific level
- 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
- Operates on the highest level of ethical standards during both good and challenging times
- Respects people, their unique gifts, and individual contributions
- Previous sales experience would be beneficial

Location and Remuneration

Location will be flexible but must offer easy access to the Western Districts dairy areas. 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 0419012841 or email me at ray@agri.com.au

Dr. Ray Johnson, Senior Agribusiness

Consultant & Managing Director, Agricultural Appointments.