

Stockfeed Account Manager

- Account management
- Liquid supplement products
- Mackay, QLD

Company

This leading company is one of Australia's largest renewable energy and raw sugar producers and recognised as one of the world's lowest-cost producers of raw sugar.

The company also operates a liquid fertiliser and stockfeed business with products marketed in the sugar cane, horticulture, summer cropping and stockfeed markets in Central and Northern Queensland.

Position

The Stockfeed Account Manager is primarily responsible for building and maintaining client relations with existing and potential customers, including large-scale rural distribution networks to graziers throughout Queensland supporting the stockfeed liquid supplement product range.

Key Responsibilities

- Provide technical knowledge and outcome-based solutions using the company's products and services best suited to client's livestock production systems.
- Maintain strong relationships as the primary contact and Account Manager for the stockfeed portfolio, and record interactions through the internal CRM system.
- Plan and develop a sales and marketing strategy that includes regular travel within your territory to maintain a regular schedule of visits/contact of existing/potential clients.
- Identify and research new business opportunities that align with the territory sales and marketing plan
- Deliver training to B2B owners and managers
- Work with customers and coordinate across the business (i.e. production, logistic and customer service teams) to ensure customer complaints are managed and expedited to a commercial resolution that suit both the customer and business.
- Provide and manage marketing and technical resources including the participation and representation at Ag Field Days and other key events in the livestock industry.

Skills and Experience

- Agricultural sales experience with strong knowledge of the cattle industry.
- Excellent negotiation, influencing and communication skills with the ability to consult with farmers and corporate level stakeholders.
- Able to operate well independently and with the team.
- Proficient computer skills including Microsoft Office (Word, Excel, PowerPoint).
- Ability to quickly learn to report regularly into internal business management platforms e.g. SAP, Sales Force and other internal business systems.

Qualifications

- Tertiary qualifications in Agriculture or Animal Nutrition.

Remuneration

An attractive remuneration package will be negotiated to reflect skills and experience.

How To Apply

For a confidential discussion, please contact **Adam Williams** on **+61 8 8201 9999**.

Apply online with a resume and cover letter via the 'Apply' button, or alternatively via email to resume@lucasgroup.com.au quoting reference number **GL3635**.

Please note, applicants must have full rights to work in Australia, sponsorship is not available for this role.

The Lucas Group

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