

Key Account Manager – northern NSW/southern Qld

- Major national livestock feed products company
- Strong focus on major key accounts and business development
- Work autonomously, be rewarded for strong performance

Our Client

Our client is a major stock feed and feed ingredients company with a strong presence in the Australian livestock market. We are searching for an experienced Key Account Manager to be based around northern New South Wales or southern Queensland. This role has a strong focus on managing key accounts, driving business development and seizing opportunities. The main customers are livestock feed companies, beef feedlot operations, and significant dairy, pigs and poultry producers.

Role

The purpose of this role is to manage the strategic and day-to-day sales activities of the business in northern NSW and southern Queensland. The territory is from northern New South Wales; Tamworth, the Hunter Valley, Kempsey, through to southern Queensland. You will have the responsibility to drive the growth of the company's brand and products as a leading feed and co-product supplier that delivers the highest productivity to their customer base.

The major duties of this role are as follows:

- Service customers in northern NSW through to southern Queensland
- Liaise with livestock producers, nutritionists and consultants and stockfeed operations regarding the use of the company products
- Drive the sales with a focus on livestock producers in order to achieve sales budgets.
- Continue and strengthen the ongoing relationship with stockfeed companies in the territory and increase penetration of the company feed ingredients
- Recognise new opportunities for sales growth and have the proactivity to move quickly and effectively
- Key focus to be on dairy industry so a background in dairy/ruminant nutrition would be a benefit

Requirements

Technical:

- An understanding of basic livestock nutrition.
- An awareness of production issues faced in the dairy, beef, sheep, pig and poultry industries.

Personal:

- 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.
- Previous sales experience is essential, at least 3-5 years

To Apply

Please apply online or contact Dr. Ray Johnson, Senior Agribusiness Consultant & Managing Director Agricultural Appointments via email ray@agri.com.au or mobile 0419-012841 for a confidential discussion or further information.