

## **Business Development and Sales Manager – Western Australia**

### **Our Client**

Our client is a small, young but dynamic and rapidly growing manufacturer and marketer of solutions using sensor technology and data analysis which offer practical solutions to long standing problems in water management and technology in agriculture. Their products provide valuable information to farmers, save labour costs and are environmentally friendly. The products are marketed nationally through both the leading rural merchandisers and direct to farmers.

### **The Role**

The company requires a Business Development and Sales Manager to sell the company products, manage key accounts and represent the company to the major rural retailers as well as direct to farmer end users.

This person will be part of a high-performance culture, and achieve revenue goals by managing relationships with existing customers and acquiring new customers. This role will require an energetic and focused person who is passionate about and well connected in the livestock and agricultural markets

### **Responsibilities**

- Identify and exploit opportunities to grow the company's sales
- Manage the company's relationship with key accounts at senior level
- Develop and manage budgets for the company's products
- Work in collaboration with other key personnel to promote the company and satisfy clients

### **Requirements**

- A deep understanding of Australian agriculture
- 5+ years Sales and Business Development experience in Animal Health / Rural Merchandise or Water / Irrigation businesses
- Experience selling through channel partners (Nutrien, Elders, CRT, Total Eden, Irrigation, Pumps or Water Tank companies)
- Must be able to identify, target and close sales leads
- Passion for and experience in agriculture sales and marketing
- Experience in pumps, irrigation and water technology
- Strong communication and presentation skills (groups, forums, shows etc.)
- Good knowledge of the rural merchandise market in regional Queensland would be highly regarded

### **Location**

Can be City or Regionally based but must be willing to travel to service Western Australia.

### **Remuneration**

A highly attractive remuneration package of \$150k+ is on offer, including salary, commission, car, expenses plus the potential to participate in company equity share plan.

### **To Apply**

Please apply for this role online (Seek or [www.agri.com.au](http://www.agri.com.au)). For a confidential discussion on the role please call me on 0419012841 or email me at [ray@agri.com.au](mailto:ray@agri.com.au) Dr. Ray Johnson, Senior Agribusiness Consultant & Managing Director, Agricultural Appointments.