

Territory Manager – Rockhampton

- **Manage existing Reseller & Customer relationships – Identify & foster new ones**
- **Support, educate & enhance end user product experience – In-store & On-Farm**
- **Regular overnight travel required – approximately 3 days overnight each week**

Apply tactical strategies to identify & secure new business through realising and promoting the brand synergies of our extensive product categories.

About us

Global leaders in designing, manufacturing and delivering integrated product solutions for the agriculture sector across:

- Livestock Management
- Animal Health Delivery Systems
- Pet Identification and Reunification
- Textile Identification

The Role

- Lead business development and growth within the Central QLD territory
- Manage all strategic retail outlets and relationships
- Build relationships with Farmers in the community – conduct on farm visits
- Implement and drive key account strategies – achieve set targets and KPI's
- Conduct instore product training to ensure features and benefits are well understood
- Manage brand exposure and development: instore displays, Field Days and Industry Presentations

Experience & Competencies

- Demonstrated sales achievements - ideally on the road as a TM
- Will consider strong farming backgrounds & candidates keen to move into sales
- Exposure in a manufactured goods business environment beneficial
- Down to earth, motivated, resilient, competitive, relationship driven
- Highly organised, computer literate, happy to work autonomously

Culture

- Customer centric – Solution focused – Relationship driven
- Innovative – Sharing ideas – delivering advanced integrated farming technologies
- Competitive – Market leaders – Goal oriented
- Career path planning – people development and growth opportunities

Benefits

- Base salary + 20% incentive scheme paid quarterly + 9.5% super
- Fully maintained company vehicle
- Mobile Phone / Laptop / Home office set up
- Employee Assistance Programme – Supporting wellbeing

Based in Rockhampton, you'll work alongside a highly dedicated and motivated Regional Sales Manager who will provide direction and support and give you the room to apply your expertise to get on and deliver.

Please phone Mel Pantelides, Recruitment Lead on +64 9 574 8120

or email your application melanie.pantelides@datamars.com

For further insight into our business visit –

www.datamars.com and www.livestock.datamars.com