



General Manager

Outcross Systems is the leading provider of data management and technology solutions for the livestock saleyard industry. We serve more than 120 saleyard clients and 350 agency offices across the country.

Our software manages end-to-end data collection and any subsequent transactions in Australia's agricultural sector.

Our business is transforming and we are further developing our offerings using our position of market leadership in the livestock saleyard industry.

We are searching for a driven and accountable leader that will take Outcross Systems on that journey. This role reports directly to the Board of Directors.

Key Responsibilities

In this role you will:

- Be the market representative of Outcross Systems.
- Lead negotiations of commercial and contractual arrangements with customers, suppliers and partners.
- Oversee the software development team to ensure projects are delivered within agreed timeframes, budgets and quality constraints following defined development methodologies, standards and conventions.
- Maintain strong financial governance over the business and where needed the processes to achieve that.
- Seek opportunities to improve business processes to reduce administrative burden, increase efficiency, improve customer experience and reduce costs.
- Coach and mentor all staff to share vision, understand their role and to actively contribute to achieving the business's objectives.

Qualifications and Experience

- Minimum 5 years' experience in key account management or consultative selling
- Minimum 3 years' experience in managing people
- Experience in presenting technology-based solutions
- Excellent communication skills and ability to develop effective working relationships with a diverse individuals, in dispersed locations at all organisational levels.
- Well-developed people management skills
- Great planning, organisational and time-management skills to manage competing priorities and deadlines
- Understanding and management of the software development life-cycle
- Demonstrated practical experience in one of financial management, accounting or agricultural sciences OR a related tertiary qualification
- It is highly desirable to have expertise in or understanding of livestock saleyard operations.

Outcross Systems has offices in Armidale, Brisbane and Bathurst. This role is likely to be based in Armidale or Brisbane but will have direct responsibility for people in those locations and for working with staff in our partner organisations around the country.

We will consider remote working for the right individual but regardless of location, routine interaction with geographically dispersed teams will be necessary.

Regular travel will be required to maintain customer relationships and lead the Outcross Systems team.

We will negotiate a competitive remuneration package for the right individual that fits your need and will include a mix of base plus incentive for performance and over-achievement.

This is an exciting opportunity to step into a market leading business and lead it in its next phase of development. Rural Australia is booming, Outcross Systems is part of that ... will you join us?

Send your application (with references) to – Peter.r@outcrosssystems.com.au