

Rural Sales Manager – Queensland & NT

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 Rural 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 role will require an energetic and focused person who is passionate about and well connected in the livestock and agricultural markets, a person with a rural background who might be just starting out on their sales career. The majority of the sales are in the pastoral cattle industry in North Queensland, so a background in this area would be favourable.

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
- Rural background in North Queensland, preferably with cattle knowledge
- Must be able to identify, target and close sales leads
- Proactive self-starter with a passion to succeed
- Strong communication and presentation skills (groups, forums, shows etc.)
- Knowledge of the rural merchandise market in regional Queensland would be highly regarded

Location

Central or Northern Queensland.

Remuneration

A highly attractive remuneration package up to \$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)

For a confidential discussion on the role please call me on 0419 012 841 or email me at ray@agri.com.au

Dr Ray Johnson
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Agricultural Appointments