

Area Sales Managers – Multiple roles

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 **two experienced Area Sales Managers/Key Account Managers** to be based in northern and southern Queensland. These roles have 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.

Roles

The purpose of these two roles is to manage the strategic and day-to-day sales activities of the business in northern Queensland and 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.

Responsibilities

The major duties of these roles are as follows:

- Service customers in northern Queensland and southern Queensland (two roles)
- 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

Requirements

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