



As a **Farm Animal Business Area Manager for Central Queensland** at Elanco, the life you enrich the most may just be your own!

What will you be doing?

To promote Elanco Animal Health products to existing and potential clients and merchandise reseller stores. To service existing potential clients by assessing their needs and providing solutions.

The Area Manager is the initial and ongoing sales contact between our customers and the Company. The main objective of the position is to focus on cultivating customer relationships, improving customer satisfaction and building customer loyalty. This will increase sales in line with Elanco's strategic plans for growth and within corporate operational guidelines

CUSTOMER FOCUS: Be able to demonstrate, understand and anticipate customer needs, establish long-term business relationships and manage critical relationships through utilisation of key influences.

TERRITORY MANAGEMENT: Develop and implement territory action plans.

Dimensions:

The position is based in the serviceable territory. The serviceable area is Central and South Western QLD

Relationships:

The position reports to the National Sales Manager - North and liaises with the Channel Manager, Marketing Team, Technical and Customer Service Teams.

What we offer:

- A flexible working environment that will let you do your best work possible.
- A fun, family feel company that gives you all the opportunities of a large organisation but still has time to listen to what you have to say!
- A key goal for us is to help good people get even better!
- We don't just pay lip service to our common culture of humility, customer focus, discipline and involvement. We live this day in day out!
- We are passionate about practicing our core values of integrity, excellence and respect for people in everything that we do.

You'll need the following:

Qualifications:

- Tertiary qualification in science, agriculture or similar field essential.
- Current Australian driving licence.
- Presentation / written / verbal communication skills

Experience:

- Minimum of one (1) years in the food animal health industry or associated industry.
- Understanding of Extensive rural sales business and channels of Australia.
- Experience with Microsoft Office, and Apple software including Office 365.
- Effective time management skills to prioritise and manage the customer base

Qualities, Skills and Knowledge:

- Good communication skills.
- You put the customer first.
- Self-motivated.
- You enjoy and can deliver great results.
- You have a mindset that can read, comprehend and assimilate into communication scientific and clinical data and grasp technical knowledge.
- You are flexible and adaptable.
- You have great selling skills and are persuasive.
- You are great at planning, organising and time management.
- You have excellent interpersonal communication and presentation skills.
- You enjoy working within a team.

Ideally, you may also have:

- Ruminant animal nutritional skills.



As an Area Manager within the Elanco Farm Animal Business, you will do the following:

- Exhibit the qualities of a professional Area Manager, with regard to manner, appearance and attitude.
- Maintain contact with clients by personal visits as recorded in Elanco Connect (Veeva).
- Visit a database of selected clients as per the metrics associated with Sales Force Effectiveness.
- To develop a program of client contact on an ongoing basis.
- Meet or exceed allocated sales and performance targets
- Develop and implement territory strategies for existing and future products across the territory
- Gain insights into market trends, competitor assessments, identify and seize territory opportunities
- Train and educate our distribution partners and end users on the Elanco brands and associated diseases or deficiencies
- Build relationships, influence and sell to key livestock producers to promote the use and stewardship of the Elanco product portfolio.
- Effectively manage expenses within the territory
- Be aware of the company's policies when dealing with potential and current clients.
- Work as a member of the Northern Farm Animal Sales Team.
- Be committed to improving personal product knowledge (self-education).
- Remain the primary contact person for each and every one of your customers/channel partners.

Authorities:

- To advise price list prices to potential channel customers.
- To assist our customers to become more efficient by passing on information that you have acquired in the performance of your day to day duties.

Other information:

- Ideally you will be based in either Rockhampton or Emerald regions
- Greater than 50% of time may be spent travelling.

This will give you a flavour of what it's like to work with us. We'll be working with you to work out the rest! We want you to be able to stamp your mark and show us what you would like to make of the role.

Interested in applying? Follow this link –

[Area Manager - Farm Animal Central Queensland \(myworkdayjobs.com\)](#)

Applications close 7 May 2021



I understand that the above is an accurate description of the key expectations of my current role and that this is not an exhaustive list and may be subject to change.

Employee Name	Employee Signature	Global ID	Date (ddmmyyyy)

I understand and agree that these are the key expectations for this individual.

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Supervisor Name	Supervisor Signature	Global ID	Date (ddmmyyyy)
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