



3 x TERRITORY SALES MANAGERS NEEDED

- MOREE/GOONDIWINDI/NARRABRI/GUNNEDAH
- WAGGA/COOTAMUNDRA/RIVERINA
- DUBBO/WARREN/CONDO/PARKES

THE COMPANY

This rapidly expanding Company is a global leader in digital agriculture. Our client uses a unique combination of GPS, weather stations, soil probes, etc., to gather field-centric data, artificial intelligence and provide each Farmer a unique Farm Plan allowing them a complete integration seeing and managing their crops' potential in real-time. This Company is now seeking talented senior salespeople for three territories in NSW to be fully trained in this cutting-edge industry.

THE RESPONSIBILITIES

Reporting to the Regional Sales Manager, your role focuses on finding and securing new sales for their farmer-friendly "unique paddock by paddock-tailored crop monitoring systems".

With all the IT equipment and GPS guided systems installed and fully overseen by your Operations and Account Managers, you are delivering the Farmer their own unique cropping platform to manage and maximise their cropping operations on.

Sold as ongoing, tailored subscriptions, you will be focused on acquiring sales of acres/or hectares covered in your Territory – your Operations and Account management team does the rest.

You will be both a business partner to their commercial customers in the Cropping Industry by building and maintaining long-term partner (channel) accounts with Agronomy Consulting and Ag input and machinery resellers to maximize and secure sales opportunities.

You will also be directly identifying new opportunities and closing business directly with Farmers.

As the Territory Sales Manager, including:

- Managing a portfolio of partner accounts to achieve long-term success;
- Developing mutual performance objectives, sales targets and critical milestones with your channel partners;
- Coordinating with the Company's internal Operations and ongoing Account Management teams, communicating implementation of new subscriptions directly to the Farmers or via your channel partner to meet all expectations;
- Managing the relationship with existing channel partners by providing training and guidance to ensure partners are successful in acre/hectare acquisition;
- Establishing and maintaining an effective working team relationship with all support departments at partner locations;
- Ensuring continual assessment and clarification of partner needs on an ongoing basis;
- Developing a territory sales and marketing plan for partner specific strategies, tactics and execution;

- Identifying new opportunities for direct to Farmer/Grower sales execution;
- Monitoring sales metrics (e.g. quarterly sales results and monthly forecasts);
- Monitoring customer, market, and competitor activity weekly to build and adapt appropriate sales strategy relevant to the geography;
- Working from home and traveling within the region to meet with growers (when conditions permit).

This role is a work-from-home position: it could be a great fit for you if you possess developed negotiation skills and are a motivated, driven, and passionate sales professional.

THE REQUIREMENTS

- 5+ years of sales – (preferably rural (fencing, farm inputs, etc. or machinery sales) experience, managing cold calling; face-to-face selling; business to business accounts;
- Preferably relevant training like sales plus tertiary studies in business, agribusiness, or related field;
- Excellent interpersonal skills with the ability to build strong relationships with business partners.

This rapidly expanding Global Company offers a very competitive compensation package. Salary is negotiable on qualifications and skill.

TO APPLY

Please submit your application to resume@agri.com.au or contact Howard Wootton at Agricultural Appointments on 0481 354 296 or howard@agri.com.au for more information.