

Territory Manager – Gippsland

- **Manage existing Reseller & Customer relationships – Identify & foster new ones**
- **Support, educate & enhance end user product experience – In-store & On-Farm**
- **Some overnight travel required – approximately 3 to 4 nights each month**

Promote brand synergies of our extensive product categories including livestock weighing, electric fencing, tags and animal health delivery systems.

About us

Datamars is a global data solutions company with a 30+ year legacy in animal and textile solutions. Building on our history as a successful RFID identification and data solutions company we bring together products, technologies and capabilities to put powerful data in the hands of our livestock, pet and textile customers so they can make better informed decisions, get the right results and achieve measurable success. We help livestock producers be more sustainably productive and maintain their land and lifestyle.

An Insight to the Role

- Lead business growth within the Gippsland territory across our Livestock Weighing, Electric Fence, tags & animal health delivery systems product categories
- Manage strategic rural retail outlets and relationships – support Branch Managers & their teams
- Build relationships with Farmers in the community – conduct on farm visits & provide solutions
- Implement and drive key account strategies – achieve set targets and KPI's
- Provide instore product training to ensure features and benefits are well understood
- Manage brand exposure and development: instore displays, Field Days and Industry Presentations

Experience & Competencies

- Candidates with farming backgrounds keen to move into sales in a corporate environment
- Candidates with rural retail sales experience looking to get into a TM role
- Open to Grads with Agriculture related Degrees with on farm work experience
- You may already be an experienced agriculture-based TM open to making a change
- Down to earth, motivated, positive, resilient, competitive, relationship driven
- Highly organised, computer literate, confident learning new products and technologies, happy to travel & work autonomously

Culture

- **BE Passionate; Aim to Excel; Respect one another; Strive for Performance; Be Empowered!**
- Customer centric –focused on making a measurable difference – Relationship & partnership driven
- Innovative — delivering advanced integrated technologies to transform sectors
- Collaborative - sharing ideas and collaborating across global teams
- Competitive & growth mindset – Market leaders – Goal oriented – Growth focused

Benefits

- Base salary + 10% Super + 20% incentive scheme paid quarterly
- Fully maintained company vehicle, Mobile Phone / Laptop / Tools of the Trade
- Employee Assistance Programme – Supporting wellbeing “I AM HERE TRIBE”

Ideal location for this role to be based is Latrobe Valley and West Gippsland and surrounding areas, however we are open to other locations across Gippsland. The territory is very manageable with a lot of day trips which means you can be home in the evenings; however, some overnight travel is required, approximately four nights away over the month and when attending agricultural events and trade shows.

You'll work alongside a highly experienced and motivated Regional Sales Manager who will provide direction, coaching and support and guide you to grow and enhance your career.

Please get in touch with Mel Pantelides, Global Recruitment Lead – email melanie.pantelides@datamars.com

For further insight into our business and products visit www.livestock.datamars.com and www.datamars.com and follow us on LinkedIn <https://www.linkedin.com/company/datamars-sa>