

Regional Sales Manager – Victoria

- Internationally backed formulation-based agrochemical company
- Flexible location based within region
- Up to \$130K base + FMV + highly achievable bonus

The Company

Our client's focus is to provide value in the supply of agrochemicals to the local crop protection market. With a competitive advantage of direct access to worldwide manufacturing and innovation they formulate and distribute their own range of high-quality products.

They have multiple key A.I.'s in the market with many more products in the pipeline under development.

With an ever-growing footprint and servicing national accounts, this role ensures a highly rewarding and flexible environment to work.

Like the rest of their team, you will be a well-recognised, well-connected, and a proactive sales professional with an in-depth understanding of either crop protection, fertilizer, or rural distribution.

The Role

As Regional Sales Manager will be responsible for the leadership and management of Victoria, the achievement of sales budgets, profitability, professionalism, and value provided to customers.

You will be given full charge of managing the relationships with key resellers and distributors management at a state and store level through proactive sales and marketing activities.

Looking for efficiency and effectiveness our client is seeking someone who is already well-connected in the region, and the expectation is that you will know 'how' and 'who' to do the business with either face-2-face or using technology and will not be asking you to tick boxes in-store and do wasted miles in the car to drum up business.

Responsibilities

- Act as account manager for key customer accounts and state based procurement managers;
- Actively develop and implement sales plans aligned to business objectives, product and supply strategies;
- Focus on customer relationships, and market intelligence to ensure value to customers.

Requirements

- Tertiary qualifications in an agricultural discipline;
- Minimum of 3 years' experience in sales or marketing roles preferably within the agricultural industry;
- Relevant current industry experience, therefore, market knowledge and current networks;
- Demonstrated experience and achievements in winning sales and implementing sales and marketing plans in the rural sector;
- A proactive self-starter with good organisation & forward-thinking capacity;
- Experience in managing budgets and forecasting;
- Ability to work autonomously & within a team;
- Very strong interpersonal skills demonstrated in a commercial environment;
- Have a very high degree of commercial acumen, negotiation skills and flexibility in achieving sustainable outcomes.

Location and Remuneration

Location is flexible within the sales region of Victoria. \$130K base (in-line with experience) + FMV + highly achievable bonus.

TO APPLY

Please send your application to **resume@agri.com.au** contact Peter Walters, at Agricultural Appointments on 0407 780 737 for more information.

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