

Technical Sales Manager

Client

Our client is a major global animal health company with a strong presence in the Australian poultry and livestock markets. This company has an extensive range of animal health products and operates in over 200 countries around the world. It is the "go-to" company in the animal health sector and has over six decades of innovating and nurturing relationships to become a global animal health leader. Rarely does an opportunity such as this come up to work for a global leader with outstanding career stability and future prospects.

Role

The Technical Sales Manager will maintain and expand relationships with a strategically designated list of customers and distributors across the Poultry / Feedmill and Premix industries of Australia. The role will be responsible for achieving sales budgets and strategic account objectives, with a strong focus on cultivating customer relationships, improving customer satisfaction, and building customer loyalty.

Responsibilities

- Delivery of the range of company products to distributors and producers/farmers
- Maintain direct contact with the major Broiler and Layer companies of Australia
- Supply and client management with a designated list of premix and feedmil distributors of Australia and New Zealand

Requirements

- Tertiary qualification in science, agriculture or similar field preferred
- Ideally you will have knowledge of animal nutrition
- Minimum of five (5) to seven (7) years in the food animal health industry or associated industry
- Understanding of Intensive Animal Industries / 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
- You can read, comprehend and assimilate into communication scientific and clinical data and grasp technical knowledge
- You are great at planning, organising and time management
- You have excellent interpersonal communication and presentation skills
- You enjoy working within a team

Remuneration and Location

Remuneration is negotiable depending on level of experience. The salary package will include a fully maintained company vehicle, phone and all required equipment. The really good news is that this role has a flexible location on the East Coast of Australia, you just have to be based within a reasonable travel time from a major city airport. So you could live in Sydney, Melbourne or Brisbane or any major regional hub in NSW, Victoria or Queensland.

To Apply

Please apply online on our website at www.agri.com.au or on Seek. Please contact me for a confidential discussion if required, Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments, on ray@agri.com.au or mobile 0419012841.