

Territory Sales Manager – Northern NSW

- Northern NSW (home office base within sales area, Dubbo - Toowoomba)
- Competitive base salary plus super, incentives, vehicle and tools of trade
- Global supplier committed to local operations
- Career progression opportunities
- Some international travel required

About the Company

From humble beginnings in the 50's, our client has grown to become a multinational organisation. Through continued expansion and intra organisational development the company today is a global leader in the supply of essential products to the agricultural sector

About the role

Reporting to the National Commercial Manager, you will build and maintain strategic business relationships with Rural Resellers, OEM Suppliers and key end users across Northern NSW resulting in market share growth

Responsibilities

- Ensure appropriate business relationships are established, well maintained and support the achievement of budgeted sales
- Identify dealer and end user needs through regular contact and call cycle planning
- Develop a yearly business plan with key dealers including all business development activities
- Deliver an accurate product forecast through evaluating information on trends and changes likely to affect business outcomes
- Collect and maintain relevant dealer, end user and key influencer information through effective use of the company's data collection platforms
- Manage expenditure to within Budget

Education / Experience / Skills

- Minimum educational requirement of an Advanced Diploma in Agriculture or Business
- Minimum of 3-5 years' field sales experience in a commercial sales environment
- A sound understanding of rural merchandise distribution including its products distributors and customers is preferred
- Excellent commercial and negotiation skills
- A strong commitment to quality customer service
- Computer literate with knowledge of all Microsoft Office Applications especially Excel
- Demonstrated experience in the use of CRM and associated systems

Agribusiness Recruitment Pty Ltd thanks all applicants. However, only those to be interviewed will be contacted.

For confidential enquiries call Cameron, Andrew, Peter or Nick on 08 8373 1122 and Email your resume in Word format to apply@agrecruit.com.au quoting J2937 or apply via www.agrecruit.com.au