

Rural Reseller Business Manager

Our Client

Our client is a small, young but dynamic and rapidly growing manufacturer and marketer of solutions using sensor technology and data analysis which offer practical solutions to long standing problems in water management and technology in agriculture. Their products provide valuable information to farmers, save labour costs and are environmentally friendly. The products are marketed nationally through both the leading rural merchandisers and direct to farmers.

The Role

The company requires a Rural Reseller Business Manager to drive the sales and business development with the rural seller distribution channel.

This role will require an energetic and focused person who is passionate about and well connected in the livestock and agricultural markets, a person with a rural background. The majority of the sales are in the pastoral cattle industry in North Queensland, so a background in this area would be favourable, as would good knowledge of the rural reseller distribution sector.

Responsibilities

- Build relationships with the reseller database to increase brand awareness and sales
- Identify high performing resellers
- Liaise with marketing to ensure all the reseller networks are aware of current offers
- Provide resellers training and supporting material that improves their product knowledge
- From time to time attend reseller conferences and customer events to further build relationships
- Work directly with reseller state managers to identify opportunities
- Assist the inhouse sales team in high volume periods
- Handle customer service calls from time to time

Requirements

- A deep understanding of Australian agriculture
- Rural background in North Queensland, preferably with cattle knowledge
- Must be able to identify, target and close sales leads
- Proactive self-starter with a passion to succeed
- Strong communication and presentation skills (groups, forums, shows etc.)
- Knowledge of the rural merchandise market in regional Queensland would be highly regarded

Location

Ideally located at the Head Office in North Sydney, but location is flexible for the right candidate.

Remuneration

A highly attractive remuneration package up to \$140k+ is on offer, including salary, commission, car, expenses plus the potential to participate in company equity share plan

To Apply

Please apply for this role online (Seek or www.agri.com.au). For a confidential discussion on the role please call me on 0419012841 or email me at ray@agri.com.au Dr. Ray Johnson, Senior Agribusiness Consultant & Managing Director, Agricultural Appointments.