

Area Sales Manager- Livestock

- **Location: Rockhampton**
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Virbac is a leader in the livestock health market of Australia. Boasting market-dominating brands including Cydectin, Multimin, and Websters Vaccines, with a strong research and development program continuously delivering new products, we are proud to announce that we have an exciting opportunity for a positive and proactive sales professional to join our team

Virbac Australia has an exciting opportunity for a passionate salesperson to join our Livestock team.

The position is integral to driving business objectives and growth in Rockhampton.

The key areas of accountability for this role are:

- Developing and maintaining strong sales and customer relationships;
- Achieving agreed sales and business targets;
- Identifying and driving opportunities and following up on leads and advances in the territory;
- Growing market share for the Virbac Livestock business and over-the-counter (OTC) range;
- Staff training and education on Virbac products and services, requiring strong presentation skills.

Your clients will include key distributors, opinion leaders, rural retailers, and end-users.

To be successful in this role you will have:

- Excellent interpersonal and organisational skills;
- An ability to operate autonomously, with a strong desire to succeed;
- A proven track record of selling and/or industry experience;
- Tertiary qualifications in agriculture, veterinary science, commerce, or similar are highly regarded;
- Experience in driving sales and results in the region and current relationships; and
- Strong motivation to develop business and achieve goals, as well as being flexible, proactive, and timely in reacting to market conditions and customers.

Perks for working with us are:

- Up to 12% superannuation + Life/TPD and Salary Continuance insurances
- Learning and Development opportunities
- 9 free animal health products (Quarterly)
- Social and Wellness events plus much more
- Competitive salary with an incentive program
- Company Vehicle, Laptop and Mobile phone included.

For a confidential conversation on this role, please contact Simon Richardson, Regional Sales Manager QLD, WA, and NT, on 0428 983 718.

If you have the abovementioned skills or you know of someone that has, please email a brief cover letter and an up-to-date resume to: recruitment@virbac.com.au