

Area Sales Managers- Livestock

- **Two positions in the Western Districts of Victoria**
 - **Locations: Hamilton, Vic, and Ballarat, Vic.**
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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

Due to exceptional growth in Victoria, Virbac Australia has two exciting opportunities for passionate salespeople to join our Livestock team for the western districts of Victoria.

These positions are integral to driving business objectives and growth in the regions of Ballarat and Hamilton.

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 and incentive program
- Company Vehicle, Laptop and Mobile phone included.
- Positions are to be based in Victoria, one for Hamilton and the other in Ballarat.

For a confidential conversation, please contact Matthew Grylls on 0413382108.

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