

Territory Sales Manager – Qld and NT

Client

Our client is a family-owned business and was established over 30 years ago. Dedicated to the equestrian industry, their ethos places “the love of the horse” at the centre of everything they do, with equine nutrition their speciality. Their modern manufacturing facility in northern NSW produces an array of nutritional feed products for all breeds, at all stages of their life, whether a companion horse in the paddock or an elite performing horse at the top of National and International competitions.

Role

Due to continued expansion, they are now searching for a Territory Sales Manager for their Queensland and Northern Territory region. A major proportion of the business is located in South East Queensland, in the area encompassed by Brisbane and Gympie on the coast and extending west to Warwick, Toowoomba and Dalby. The territory also includes the areas of Central and Northern Queensland (Rockhampton, Townsville, Cairns) and Darwin requiring occasional visits.

Responsibilities

Distribution is 100% through resellers with no sales made directly to end users, so this role entails visiting resellers and developing relationships together with visiting end users to promote products and drive orders back through the relevant local stockists.

Requirements

- Candidates must have a passion for, and credibility within the equine industry
- Worked in sales-based roles within the FMCG or agribusiness sectors
- Experience in selling into the rural distribution and/or specialty feed stores
- Experience in managing a large sales region with varied customer types across multiple channels
- Tertiary qualified in business and/or agricultural science or similar
- Basic nutritional knowledge especially in equine nutrition
- Excellent time management and organisational skills
- Proactive and driven to succeed
- Great communicator
- Creativity, planning, organizing and achieving are your strongest points
- Willing to travel

Remuneration and Location

Remuneration is flexible to attract the right candidate to this role. Location is flexible but realistically will be somewhere within the south-eastern Queensland part of the territory

To Apply



Please feel free to apply for this role via the Apply button or give me a call on [0419012841](tel:0419012841) or email me at ray@agri.com.au Dr. Ray Johnson, Managing Director, Agricultural Appointments.