

## **Sales Representative – Western Australia**

### **Role**

Our client is one of the leaders in the field of data capture and transfer in the global livestock industry. Electronic identification increases both traceability and profitability through improved and more efficient livestock management. They have a solid reputation for customer service and a quality range of products, supplying farmers in Australia with NLIS ear tags since 2011 and with other ear tags and equipment for even longer.

### **Responsibilities**

You will be a key salesperson for the business in Western Australia. Your main responsibility would be to drive sales by working directly with farmers, and to service key customers in the wholesale, rural distributors and retail specialty products stores across Western Australia. Products are currently restricted to the sheep industry but cattle products are in the development pipeline. The location can be flexible but ideally in the major sheep-producing regions around the south-west region of Western Australia. The position will suit someone who ideally is a representative with some experience working remotely without supervision.

### **Requirements**

- Worked in sales-based roles within the 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 knowledge of the sheep industry
- 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**

This role has an attractive remuneration level, including a car. The location is flexible south-western Western Australia.

### **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](mailto:ray@agri.com.au) Dr. Ray Johnson, Managing Director, Agricultural Appointments.