

## Commercial Sales Designer

**Long-term irrigation specialist company**  
**Key leadership role**  
**Great Central Queensland location**

### Our Client

Our client is a leading retailer in a range of high-quality irrigation, pump systems, fertilisers, crop protection and farming equipment, they are the one-stop-shop for any farmer in the Bundaberg region of Central Queensland.

### Role

The Commercial Sales Designer will evaluate client site conditions and water availability, then design an irrigation system that meets the client's requirements and budget. Designers create detailed plans that specify which types and brands of products should be used and how they should be installed. The Commercial Sales Designers will also develop detailed material lists and cost estimates for their projects.

### Responsibilities

- Meet with clients to discuss project objectives, budget, and understand requirements for system use, scheduling and maintenance and support and ensure all aspects of design are considered at the planning stage for irrigation systems
- Evaluate site conditions — including planting areas, soil conditions, and elevation changes — and determine water availability and use requirements
- Select the most effective irrigation equipment, irrigation types and materials for each project
- Develop efficient and cost-effective irrigation designs that meet crop watering requirements
- Prepare comprehensive plans and specifications, using Microsoft Office & the company's CAD software, that include construction details, equipment and materials
- Liaise with suppliers, installers, & irrigation managers to ensure systems are installed correctly and ensure any alterations are noted on plans
- Prepare tender documents and ensure accuracy with cost/time/resources
- Liaise internally with other departments and staff for the purpose of planning for irrigation installations
- Apply Industry best practice methods to the design of agriculture, commercial, or residential irrigation systems
- Ensure all Federal, State and local regulatory standards are being met.

### Requirements

- Previous irrigation design experience in a range of crops using various irrigation methods.
- Proficiency with IRRICAD design software
- Recommended certification: Certified Irrigation Designer (CID)
- Experience in producing CAD drawings for pipework, pumps and filter stations
- Good proficiency with Microsoft Office especially Word and Excel

- High Level of irrigation product knowledge
- Previous irrigation/trenching/pipe-laying experience or knowledge
- Knowledge of equipment including pipe fittings, valves & other ancillary components
- High level of communication – verbal, written and face to face
- Previous Sales Experience preferably in rural industries
- Use of Computer based accounting system necessary to perform this job
- Ability to work in a team environment to achieve team goals.
- Create reports as required by policy or at request from senior management

### **Location And Remuneration**

The role is located in Bundaberg in Central Queensland. A competitive remuneration package will be negotiated.

### **To Apply**

Please apply for this role online (Seek or [www.agri.com.au](http://www.agri.com.au)). For a confidential discussion on the role please call me on [0419012841](tel:0419012841) or email me at [ray@agri.com.au](mailto:ray@agri.com.au) Dr. Ray Johnson, Managing Director, Agricultural Appointments.