

Business Development Manager

THE COMPANY

Our client is a Western Australian soil carbon project developer. They develop long-term partnerships with farmers and support them to identify and apply the management practices that will improve the profitability of their enterprise and resilience of their farm ecosystem.

THE ROLE

The BDM will be a key customer-facing executive and will have the dedication to create and apply an effective sales strategy. The goal is to drive sustainable growth through boosting sales and forging strong, ongoing relationships with clients.

The business has professional marketing support to generate leads and a significant budget for promotional advertising and roadshows.

Key responsibilities include:

- Arrange business meetings with prospective clients.
- Promote the company's products/services addressing or predicting clients' objectives.
- Prepare sales contracts ensuring adherence to legislative and financial guidelines and disclosures.
- Conduct research to identify new markets and customer needs.
- Keep accurate and timely records of sales and other relevant customer data.
- Provide trustworthy feedback and after-sales support.
- Build long-term relationships with new and existing customers.

THE CANDIDATE

The role is well suited to individuals with a proven track record in sales, preferably in the agricultural sector or related industries. You will be passionate about effecting real change for clients and the wider farming community. You will be quick to grasp technical detail and thrive in a collaborative working environment alongside similarly passionate and engaged colleagues.

The position will require regular travel in the South West Land Division of WA.

LOCATION AND REMUNERATION

The role can be located anywhere within the South West Land Division of WA. A very attractive salary package with excellent performance incentives is on offer.

TO APPLY

Please phone David Compton at Agricultural Appointments on 02 9223 9944 for a confidential discussion or submit your CV and Cover Letter to resume@agri.com.au

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