

National Beef Genetics Sales Manager

Client

Our client is the highest performing and most innovative dairy and beef cattle genetics company in the world, with bull housing and sampling divisions in six different countries, and a network of over 65 global distributors, the company can present a vast array of premium genetics, products and services to producers both in Australia and around the world. They currently have a fantastic opportunity for a driven sales professional to take on a National Beef Genetics Sales Manager role.

Role

Reporting to the Regional Manager, this role will market and sell beef genetics products to the Australian beef industry. The key responsibilities will include:

- Manage unit sales and revenue generation from assigned producer's accounts
- Develop and implement marketing programs into the beef industry
- Report all direct sales activity on a daily and customer basis
- Maintain an accurate customer database for the assigned area
- In conjunction with the General Manager, establish regional sales revenue, unit, operating profit, and expense budgets for the fiscal year.
- Ensure CRM database is kept up to date with accurate information and is utilized

Key requirements

- A high profile and/or significant knowledge of the beef industry
- Prior experience in managing a sales team and setting budgets
- Knowledge of genetics and breeding would be an advantage, but training can be provided in this area if required
- Self-motivated, self-starter
- Organisational and time management skills
- Communication (verbal and written) skills
- Australian Driver's license
- Must be prepared and able to travel across large regions

Location

Very flexible location dependent on where the successful candidate wants to live but must be within the beef major markets which are in Victoria, Queensland and NSW.

Remuneration

An attractive salary is on offer for this role, including bonus, car, computer, super etc.

To Apply

Please feel free to apply for this role via the Apply button or email me at ray@agri.com.au (Dr. Ray Johnson, Managing Director, Agricultural Appointments). To apply for this role, you must have the right to live and work in Australia. Applications via email cannot be accepted.