

## **Commercial Manager**

### **Client**

Our client is a large horticultural company that is part of a global family of breeders and researchers providing the Australian horticultural industry with the most commercially viable and innovative plants from around the world. The business has environmentally controlled glasshouses, an automated production facility, and a state-of-the-art despatch system. This provides their grower customers the flexibility of growing high-quality plants all year round.

### **Role**

The Commercial Manager is a new role that is required because of strong growth in the wholesale sector. This has resulted in greater segmentation of the market in particular very large customers. The aim of the Commercial Manager role is to add value to growth activities by identifying new commercial opportunities and managing customer segmentation needs. You will keep abreast of trends and market conditions to provide strategic advice to the business.

### **Responsibilities**

- Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth
- Conduct market research and analysis to create detailed business plans on commercial opportunities such as the landscape sector
- Understand the requirements of existing large customers to ensure their needs are being met
- Lead and coordinate the teams through your direct reports of the National Sales Manager and the Product Manager
- Monitor performance of commercial activities using key metrics and prepare reports for senior management

### **Requirements**

- Proven experience as commercial manager or other relevant role
- Proven experience in sales and/or marketing and managing relationships with key clients
- In-depth understanding of market research methods and analysis
- Solid knowledge of performance reporting and financial/budgeting processes
- Commercial awareness partnered with a strategic mindset
- Excellent organizational and leadership skills
- Outstanding communication and interpersonal abilities
- BSc/BA in business administration, finance, or relevant field; MSc/MA is a plus

### **Remuneration and Location**

A very attractive remuneration package is on offer for this role, including salary, superannuation, vehicle computer and mobile phone. The location for this role is in southeast Melbourne, Victoria.

### To Apply

Applications should only be made by clicking the apply button. If you require more information, please email me at [ray@agri.com.au](mailto:ray@agri.com.au) or call me on +61419012841 (Dr. Ray Johnson, Senior Recruitment Consultant & Managing Director). To apply for this role, you must have the right to live and work in Australia.