

About the role

StockLive has a new and exciting opportunity within our business for a dedicated and enthusiastic individual to join our team as the Platform Sales Manager for NSW. This role can be based at any location in NSW.

This role will be responsible for driving the growth and expansion of our online platform for buying and selling livestock. You will play a crucial role in identifying and pursuing new business opportunities, building strategic partnerships, and fostering relationships with key stakeholders in the agricultural industry.

Key responsibilities include:

- Develop and execute plans to identify growth opportunities and develop effective sales and marketing strategies.
- Identify and pursue partnership opportunities with agricultural organizations, livestock producers, suppliers, stud associations, and other relevant entities to enhance the platform's reach and credibility ensuring high-quality livestock are for sale on the platform.
- Analyse sales data and performance metrics to track progress, identify areas for improvement, and make data-driven decisions to optimize sales and revenue generation.

Ideally the successful candidate will have:

- Tertiary qualifications Agriculture, Marketing, or a related field, or equivalent experience
- Current Driver's License
- Proven experience in business development, sales, or marketing, preferably in the agricultural industry or e-commerce sector but not limited
- Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and establish credibility with diverse stakeholders.
- Demonstrated ability to think strategically, identify growth opportunities, and develop effective sales and marketing strategies.
- Willingness to travel as needed to meet with clients, attend industry events, conduct auctions and represent StockLive
- Previous experience with livestock is not compulsory. Those with a strong sales or marketing, management background who are interested in venturing into a new industry are encouraged to apply. We are offering a hybrid working model of work from home and travel to numerous locations for auctions around Australia.

Who we are

AAM Investment Group is an Australian owned and operated business, managing a range of agricultural assets across Australia. Assets include livestock exchange facilities, beef pastoral operations, mixed livestock and cropping operations, poultry farm operations and timber production facilities.

StockLive provides a real-time online bidding and streaming service for all stakeholders, maximising access to vendors and buyers to sell, view and purchase stock across the country without having to leave their office or car throughout Australia and Internationally.

How to apply

If this sounds like the job for you, please apply today via the links provided. For confidential enquiries please contact Human Resources by phone on [07 3153 8836](tel:0731538836) or by email to: careers@aamig.com.au