

## Sales Consultant

### Client

Our client is a carbon knowledge company focused on livestock producers to integrate carbon projects into their businesses. By providing the right tools, insights and support, they help graziers maximise their carbon potential while maintaining successful and productive grazing operations. Due to strong business growth they now wish to appoint a new Sales Consultant for the Central and Southern region of Queensland.

### Role Responsibilities

Your role will be to drive revenue growth through proactive sales efforts and building relationships with a broad range of livestock producers throughout the Central and Southern region of Queensland. Key responsibilities are:

- Manage a sales pipeline, including identifying and prioritising leads, tracking progress, and closing deals.
- Attend industry events, trade shows, and conferences to expand the company's network and identify new opportunities.
- Identify and prospect potential clients through various channels, including cold calling, networking, and referrals.
- Develop and nurture strong relationships with potential and existing customers to understand their needs and preferences.

### Requirements

- A bachelor's degree in the field of Agriculture or equivalent.
- Knowledge and understanding of the Australian livestock industry. The ideal background would be grazing and/or pasture agronomy and/or animal health.
- Having an existing network in the grazing industry would be highly regarded.
- Possesses a strong understanding of how grazing management practices influence soil health, organic matter, and carbon storage potential.
- Strong problem-solving skills, coupled with a positive attitude in finding pragmatic solutions.
- Demonstrates superior written and verbal communication skills that are structured, brief, clear and relevant.

### Remuneration and Location

An excellent remuneration package including sales commissions is on offer for this role. The sales area is Central and Southern Queensland, so location could be Brisbane or a major regional centre such as Toowoomba or other regional locations.

### To Apply

Please feel free to apply for this role via <https://adr.to/o4zvcai> or give me a call on [0419012841](tel:0419012841) or email me at [ray@agri.com.au](mailto:ray@agri.com.au) Dr. Ray Johnson, Managing Director, Senior Agribusiness Consultant, Agricultural Appointments.