

Business Development Manager

Client

Our client is one of the leaders in data capture and transfer in the global livestock industry. Electronic identification increases both traceability and profitability through improved and more efficient livestock management. They have a solid reputation for customer service and a quality range of products. They have been supplying farmers in Australia with NLIS ear tags since 2011 and with other ear tags and equipment for even longer.

Role

You will be a key driver for the business in northern NSW and southern QLD. Your main responsibility would be to develop the business by working directly with farmers and to service key customers in the wholesale, rural distributors, and retail specialty products stores in these regions. Products are for both cattle and sheep. The location can be flexible with the region. Experienced sales/business candidates and new entrants are encouraged to apply. On-the-job training can be provided.

Requirements

- Worked in sales-based roles within the agribusiness sectors, and want to enter this sector
- Experience in selling to rural distributors
- Experience in managing a large sales region with varied customer types across multiple channels
- Basic knowledge of the cattle and sheep industries
- Excellent time management and organisational skills
- Proactive and driven to succeed
- Great communicator
- Creativity, planning, organising and achieving are your strongest points
- Willing to travel

Remuneration and Location

This role offers an attractive remuneration level, including a car. The location is flexible in northern NSW and southern Queensland.

To Apply

Please feel free to apply for this role via <https://adr.to/ggogwai> or contact Dr. Ray Johnson, Managing Director, Agricultural Appointments on 0419 012 841 or email ray@agri.com.au