

General Manager

Our client

Our client is an innovative technology start-up in the livestock industry that has developed a highly effective in-paddock cattle weight measurement system. The system's accuracy and the amount of on-farm labour it saves have been key to its business growth. It also provides an up-to-date herd weight that allows accurate management and sales strategy decision-making. As a consequence of the recent significant growth of the business, the company is now searching for a General Manager. The business has generated high interest both in Australia and internationally.

Role

The General Manager will grow and develop the business, managing the sales team as well as production and support functions. In this role, you will be responsible for the day-to-day operations of the whole business, with a particular focus on the sales and support functions. Ideally, candidates should know the cattle industry, have good people management skills, and have key account management skills that can maintain existing businesses and drive new business development.

Responsibilities

- Lead and build the team and create a positive work culture.
- Manage the business on a day-to-day basis.
- Work closely with the sales, marketing and support team to set and achieve budgets and drive revenue growth.
- Establish business systems including a WHS system and inventory control.
- Maintain and build relationships with suppliers and other stakeholders.

Requirements

- Prior experience in building a team and growing and developing a business
- Demonstrated experience in Business/ Sales/ Account Management and/or Staff Management
- Recent experience within the livestock industry, preferably with a focus on the cattle and/or sheep industry
- Proven track record initiating, developing, and maintaining long-term client relationships to meet sales targets

Remuneration & Location

An attractive remuneration package, including salary, superannuation, and a car, plus a generous bonus scheme, is on offer. The role is based in Armidale, New South Wales.

To Apply

Please apply online. If required, contact Dr Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments, by phone at 0419012841 or by email at ray@agri.com.au for a confidential discussion on the role.