



TOTAL RURAL SUPPLIES

Job Title: Rural Senior Salesperson

Location: Baralaba, Queensland

Company: Total Rural Supplies

About Us:

Total Rural Supplies is a leading provider of agricultural products and services in Baralaba, Rockhampton, Theodore and Toowoomba. We take pride in our community-driven approach, ensuring quality products and outstanding service in a region where relationships matter most.

Role Overview:

We are seeking an experienced and dynamic Senior Salesperson to drive our sales efforts and foster lasting relationships with local clients. This role is ideal for a proactive professional with a proven track record in rural or agricultural sales, who understands the unique challenges and opportunities in the Baralaba region.

Key Responsibilities:

- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with local businesses, farmers, and suppliers.
- **Business Development:** Identify and pursue new sales opportunities, expanding our customer base and market share.
- **Product Expertise:** Provide in-depth knowledge of our product range and ensure customers receive tailored solutions to meet their needs.
- **Market Analysis:** Monitor local market trends and competitor activities to adapt strategies and maintain a competitive edge.
- **Community Engagement:** Represent Total Rural Supplies at local events, trade shows, and community gatherings to promote our brand and build community trust.
- **Collaboration:** Work closely with the management team to develop effective sales strategies and contribute to overall business growth.

Candidate Requirements:

- Demonstrable experience in a senior sales role, ideally within the rural supply, agricultural, or related industry.
- Exceptional communication, negotiation, and presentation skills.
- A self-starter with the ability to work independently and manage a diverse portfolio of clients.
- In-depth understanding of the rural market dynamics in Baralaba and surrounding areas.
- Valid driver's license and a willingness to travel across the region as needed.

What We Offer:

- A competitive salary.
- A supportive, team-oriented environment where your contributions directly impact our community.
- Opportunities for professional development and career progression.
- The chance to be part of a company that values integrity, community engagement, and excellence in service.

How to Apply:

If you're passionate about rural sales and ready to make a significant impact in Baralaba, we want to hear from you! Please send your resume and a cover letter detailing your relevant experience to darren@trscq.com.au with the subject line "Rural Senior Salesperson Application – Baralaba."

Join Total Rural Supplies and play a key role in shaping the future of rural business success!