

## Business Development Manager

### THE COMPANY

This role sits within a sophisticated, innovation-led organisation that is shaping the future of global protein supply and value chains through intelligent, data-driven solutions. The company is pioneering technologies that radically improve efficiency, quality, transparency, and sustainability across the entire lifecycle of production – from producers through to end-users. Its platforms combine deep industry knowledge with cutting-edge science and engineering to unlock new forms of value across supply networks worldwide.

### THE ROLE

A rare opportunity now exists for a commercially minded and strategically driven Business Development Manager to join the team during a period of rapid growth. Reporting to the ANZ Sales Manager, this senior individual contributor role is responsible for driving new revenue generation and building long-term partnerships with industry leaders across Australia and internationally. This is a high-autonomy, high-impact role that blends new business development with strategic account management. The successful candidate will thrive in a fast-paced, outcomes-driven environment and have a demonstrated ability to develop deep customer relationships, shape commercial agreements, and close deals that deliver long-term value for all stakeholders.

### Key responsibilities include:

- Managing a robust sales pipeline and developing commercial proposals that align with strategic goals;
- Presenting and demonstrating a suite of intelligent hardware and software products to prospective clients;
- Negotiating and executing contracts, and acting as a key relationship manager post-sale;
- Leveraging client data and insights to deliver ongoing value and inform product development;
- Representing the business at conferences and industry forums, and developing trusted relationships with key decision-makers, regulators and peak industry bodies.

### CANDIDATE PROFILE

The ideal candidate will have 5–7 years of experience selling data-centric or technical products into complex environments, with a proven track record in business development, stakeholder engagement, and contract negotiation. A background in agtech, analytics, or the broader agricultural supply chain would be highly regarded. Excellent communication and influencing skills are essential, along with a highly strategic mindset and the ability to work both independently and collaboratively.

**LOCATION AND TRAVEL**

This is a national role with regular interstate travel, and the flexibility to work remotely. Some international travel may also be required.

**REMUNERATION**

A highly competitive senior-level remuneration package will be offered, including performance incentives and the opportunity to be part of a business that is transforming global supply systems through innovation and insight.

**TO APPLY**

To enquire, please phone David Compton at Agricultural Appointments on 02 9223 9944 for a confidential discussion or submit resume and a cover letter online via <https://adr.to/s6nhoai>, outlining your interest and qualifications.

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