

## **Northern Sales Representative – StockLive**

### **AAM Investment Group**

**Based: Rockhampton QLD**

### **Full-time | Competitive package | Travel across QLD & NT**

StockLive is growing fast, and we're seeking a confident, relationship-driven Northern Sales Representative to take ownership of our Queensland footprint and drive our growth into the Northern Territory.

As the first point of contact for stakeholders, you'll play a key promotional role within the business, building relationships, engaging with producers and agents, and helping drive the future of livestock marketing in Northern Australia.

This is a high-impact, on-the-road role for someone who enjoys meeting people, spotting opportunities, and leading conversations. You'll work closely with clients and industry partners across seedstock, commercial, saleyard and event environments, ensuring our clients receive exceptional service, clear communication, and support throughout every stage of their sale.

### **What you'll do**

- Travel across Queensland and the Northern Territory to meet clients, conduct sales visits, and attend auctions and industry events
- Represent StockLive professionally on-site, supporting auction operations and engaging with producers, agents, and stakeholders
- Build and maintain strong long-term client relationships while delivering exceptional service and support
- Identify, pursue, and convert new business opportunities across seedstock, commercial and saleyard sectors
- Manage pipelines, track activity and performance, and achieve growth and revenue targets
- Prepare competitive pricing proposals and tailored service offerings
- Analyse market data and competitor activity to inform strategy and decision-making
- Coordinate catalogue content, pre-sale material and operational readiness for auctions
- Provide platform demonstrations and training for agents, vendors and associations
- Maintain CRM discipline (HubSpot) with accurate reporting, notes and task management
- Work collaboratively with operations, engineering, marketing and leadership teams to ensure seamless service delivery

### **Why join StockLive?**

StockLive is Australia's leading online bidding and livestreaming platform for livestock sales, providing seamless, reliable digital solutions for buyers, producers and agents. We're proudly part of AAM Investment Group, an Australian-owned agribusiness investment and asset management company.

You'll join a highly committed national team, make a direct impact across the northern livestock sector, and play a key role in the continued growth of our digital marketplace.

Please forward your applications to [careers@aamig.com.au](mailto:careers@aamig.com.au)

