



Business Development Manager

- Regional NSW
- Livestock & Wool sector
- Drive strategic growth
- Autonomous role
- Frequent travel

About the Company

RMA Network is a membership based agriculture agency business which has been operating for 32 years and now comprising of over 120 head and branch offices across the country, offering agricultural consumables and livestock sales, supplies and services.

About the role

The Business Development Manager reports directly to the Chief Executive Officer (CEO) and plays a pivotal role in driving strategic growth across the network. This role combines commercial development, stakeholder engagement, connecting members seeking to sell or buy livestock and expanding our reach and utilisation of the network service suite

Main Responsibilities

(must be demonstrated in your application letter/resume)

- Strong understanding of the livestock and wool agency sectors
- Identify and secure new network members in strategic regions across Australia.
- Build and maintain strong relationships with members, agency partners, and end-users.
- Deliver value to members through tailored service offerings, support, and product training.
- Represent the network at field days, saleyards, industry conferences, and member events.
- Provide regular reports on offering adoption, member engagement, and market feedback.
- Ensure all activities align with network's brand, values, and return-on-investment goals.

Education / Experience / Skills

- Knowledge of relevant insurance products (e.g. livestock transit insurance, trade, rural property cover).
- Familiarity with membership-based business models and value propositions
- Proven ability to identify and convert business opportunities.
- Strong interpersonal skills; able to build long-term, trust-based relationships. With members and non-members.
- Ability to develop and execute strategies for member acquisition and retention
- Ability to assess and articulate ROI and commercial benefits to potential members.
- Intermediate to excellent computer literacy and systems use.
- Proficient in CRM platforms (e.g., HubSpot, Salesforce) and Microsoft Office Suite.
- Experience in livestock agency, rural sales, or agri-financial services.
- Understanding the transactional and seasonal requirements within the livestock and wool industries.
- 3–7 years' experience in business development or relationship management.
- Proven track record in rural client acquisition and growth

MUST HAVE WORKING RIGHTS IN AUSTRALIA TO APPLY

Agribusiness Recruitment Pty Ltd thanks all applicants. However, only those to be interviewed will be contacted.

For confidential enquiries call Wayne, Andrew, Nick, Peter or on 1300 247 421 or email your resume in Word format to apply@agrecruit.com.au quoting J3705 or apply via www.agrecruit.com.au