

SALES AGRONOMIST

Our Client

Our client is a rapidly growing agribusiness operating in the biological and plant nutrition space. They are commercialising a new generation of high-performance products that are delivering real results on-farm and gaining strong traction with growers. This is a business on the move, building market presence in Northern Queensland and looking for someone who can get out in front of growers and drive it.

The Role

This is not a passive agronomy role — it's a commercial, on-farm position where you will be working directly with growers, influencing decisions and building a customer base. Covering the Mackay and Bowen regions, you will combine technical advice with a clear sales focus. You will be expected to build relationships, identify opportunities and convert them into ongoing business.

Key Responsibilities

- Build and develop strong relationships with growers and industry contacts;
- Drive sales growth across the region through direct engagement;
- Provide practical agronomic and/or nutrition advice;
- Conduct on-farm assessments and identify improvement opportunities;
- Develop new business and expand market presence;
- Support customers with real, outcome-focused solutions;
- Contribute to regional sales and marketing activity;
- Maintain clear reporting and customer follow-up.

Requirements

- Background in agronomy, animal nutrition or related discipline;
- Experience in agricultural sales, or the ability and intent to move into a commercial role;
- Strong practical understanding of farming systems;
- Ability to build rapport and influence growers;
- Self-motivated with a willingness to get out and make things happen;
- Good communication and reporting skills;
- Current driver's licence.

Early career agronomists with the right attitude and drive to move into a commercial role are encouraged to apply.

Remuneration & Location

Mackay or Bowen, QLD. An attractive salary package will be negotiated based on experience, with a genuine opportunity to build a territory and grow with the business.

How to Apply

Apply online via <https://adr.to/5vs2aai> or contact Dr Ray Johnson, Managing Director, Agricultural Appointments on 0419 012 841 or ray@agri.com.au for a confidential discussion

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