

## Senior Manager - Dealer Networks

### THE COMPANY

John Deere is one of the world's most recognised and respected equipment brands, supported by a market-leading dealer network and a long-term commitment to innovation, customer outcomes, and industry leadership.

An opportunity now exists for a commercially astute business leader to take ownership of a strategically important region spanning Victoria, Tasmania and New Zealand. Reporting directly to the Director of Sales, this role is the central lead for John Deere's relationship with several of its most significant dealer partners, ranging from large multinational organisations through to highly successful privately owned businesses.

### THE ROLE

This is a highly empowered position focused on influencing outcomes, driving performance, and aligning resources across the broader organisation to support dealer success. Working closely with executive teams, senior leadership groups and dealer boards, the role combines strategic planning, commercial execution and relationship management to improve performance, unlock growth opportunities and strengthen long-term partnerships.

### KEY RESPONSIBILITIES

- Lead strategic partnerships with major dealer groups across Victoria, Tasmania and New Zealand;
- Drive sales performance, market share growth and business planning across the region;
- Partner with dealer executives and leadership teams to identify opportunities and improve commercial outcomes;
- Analyse market trends, competitive activity and performance metrics to inform decision-making;
- Hold dealer partners accountable to agreed growth plans, operational priorities and performance objectives;
- Lead cross-functional engagement across sales, marketing, finance, product support and other internal teams to ensure dealer success;
- Act as a senior escalation point, helping dealer partners navigate complex issues and accelerate outcomes;
- Support inventory planning, forecasting and ordering strategies aligned to market opportunities.

### CANDIDATE PROFILE

Successful candidates will demonstrate:

- Strong commercial acumen and a proven ability to drive business performance;
- Experience engaging with executive teams, business owners and senior stakeholders;
- Strategic thinking combined with disciplined execution;
- Strong analytical capability and confidence using data to support decision-making;
- Ability to build trusted relationships while constructively challenging performance when required;
- Experience working within dealer, franchise, distribution, OEM or partner-led business models will be highly regarded but is not essential;
- Experience within agriculture, transport, industrial equipment, automotive, manufacturing or other complex channel-to-market environments will be advantageous.

## THE OPPORTUNITY

This is a rare opportunity to step into a highly visible commercial leadership role within one of the world's leading equipment manufacturers.

The position offers significant autonomy, direct exposure to senior leadership, a high-performing team environment and the opportunity to shape outcomes across a strategically important region with substantial growth potential.

## TO APPLY

Apply online via <https://adr.to/4glkiai> or for a confidential discussion, please contact David Compton at Agricultural Appointments on 02 9223 9944.

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