



Southern NSW/Riverina Genomics Territory Manager

Overview:

Join the dynamic Genomics team and be a part of Australia's strong agricultural future with Neogen. Neogen Corporation develops and provides comprehensive solutions for all the supply chain from paddock to plate. Home to the largest genotyping lab in the southern hemisphere, Neogen provides cutting edge genomic solutions for Australian producers. Be a part of a team that drives genomic adoption and genetic advancement in the beef, sheep and dairy industries.

The Team:

Join Australia's largest genomics team! We are a rapidly growing and dynamic team that work remotely across Australia. Working directly with livestock producers around the adoption of genomic technology within their breeding operation, Neogen's livestock team are the leading boots on the ground.

The Role:

This role plays a critical part of Neogen's landscape and future and will see the Southern NSW/Riverina Genomics Territory Manager traveling thorough the assigned territory, interacting on farm with sheep and cattle producers, attending industry events and working with industry stakeholders to discuss DNA testing and the adoption of genomics. Based in a home office (*location negotiable*), you will join a part of a national team and industry that is shaping the future of animal genetics.

This opportunity is for a self-motivated individual who is hard working, reliable, can work remotely within a team and is looking for a career in the agricultural and genetics space. The ability to interact with a wide range of individuals within the agriculture sector and developing long lasting relationships is key. The successful applicant will have the autonomy to successfully grow, manage and execute the duties of the role, while driving genomic adoption.

Duties and Responsibilities:

- Travel on a regular basis to visit clients and producers
- Actively manage the territory's growth and development to drive genomic adoption while meeting revenue targets
- Develop sales plans and strategies to access new markets
- Organise customer meetings, education days etc.
- Attend industry events and promote Agri Genomics
- Manage customer data via a CRM, track sales, and develop reports

Skills and Experience:

Direct experience working within the agricultural industry, with livestock experience preferred (Beef, Sheep, Dairy)

Demonstrated sales experience preferred

Qualifications:

Degree in Agriculture, Agribusiness, or related field preferred



To Apply:

Applications Close – 18th June 2024

Email a cover letter and resume to Hannah Bourke at hbourke@neogen.com

For any queries please contact Hannah on 0447 299 096 or email hbourke@neogen.com