

## **Business Development Consultant**

### **Client**

Our client is a carbon knowledge company focused on helping livestock producers integrate carbon projects into their businesses. By providing the right tools, insights, and support, they help graziers maximise their carbon potential while maintaining successful and productive grazing operations. Due to strong business growth, they now wish to appoint a new Business Development Consultant for Queensland's Central and Southern regions.

### **Role Responsibilities**

Your role will drive revenue growth through proactive sales efforts and build relationships with a range of livestock producers throughout Queensland's Central and Southern regions.

Key responsibilities are:

- Manage a sales pipeline, including identifying and prioritising leads, tracking progress, and closing deals.
- Attend industry events, trade shows, and conferences to expand the company's network and identify new opportunities.
- Identify and prospect potential clients through various channels, including cold calling, networking, and referrals.
- Develop and nurture strong relationships with potential and existing customers to understand their needs and preferences.

### **Requirements**

- A bachelor's degree in the field of Agriculture or equivalent.
- Knowledge and understanding of the Australian livestock industry. The ideal background would be grazing and/or pasture agronomy and/or animal health.
- Having an existing network in the grazing industry would be highly regarded.
- Possesses a strong understanding of how grazing management practices influence soil health, organic matter, and carbon storage potential.
- Strong problem-solving skills and a positive attitude in finding pragmatic solutions.
- Demonstrates superior written and verbal communication skills that are structured, brief, clear and relevant.

### **Remuneration and Location**

An excellent remuneration package, including sales commissions, is on offer for this role. The sales area is Central and Southern Queensland, so the location could be Brisbane or a major regional centre such as Toowoomba or other regional locations.

### **To Apply**

Please feel free to apply for this role via <https://adr.to/43lvgai> or give me a call on [0419012841](tel:0419012841) or email me at [ray@agri.com.au](mailto:ray@agri.com.au) Dr. Ray Johnson, Managing Director, Senior Agribusiness Consultant, Agricultural Appointments.