

Sales Representative

Our client

Our client is a leading independent Australian-owned supplier of raw materials and specialty ingredients for animal feed, pet food, veterinary medicine, and a range of fertiliser products to the broader agricultural industry.

Role

You will be responsible for driving sales and profit growth across existing and new customers. The customer base will be the Queensland broadacre and horticulture fertiliser market. They also sell soluble tech-grade products to liquid fertiliser manufacturers (who then on-sell manufactured liquid fertiliser). The other key market is ingredients for animal feed such as DCP, minerals, vitamins, other micro-ingredients, and feed additives. The territory will be predominantly Southern Queensland and Northern NSW but will also include North Queensland, which will only justify 2 or 3 visits yearly.

Responsibilities

- Engage in sales and marketing duties to existing customers within the Stockfeed and Animal Nutrition and fertiliser sectors;
- Build customer relationships to increase share of existing customer business and win new customers for your portfolio;
- Promote the existing range of products to customer base and work to develop and introduce additional products to the range;
- Make regular contact with customers (face-to-face, phone, email etc.) and provide progress reports on an ongoing basis.

Requirements

- Market knowledge in the fertiliser, stockfeed and animal nutrition industry;
- Minimum three years sales experience, preferably in the stockfeed and animal nutrition industry;
- Tertiary qualifications in Animal Nutrition, Science or Business a plus;
- An analytical and commercial mindset together with a proactive customer service attitude;
- Strong IT skills (ERP systems, Microsoft Office).

Location & Remuneration

The company has an office in Brisbane, but this is a sales role, so there is flexibility in location as long as the territory can be covered effectively. The remuneration package depends on skills and experience, from a graduate level to a highly experienced sales manager. It will include salary, superannuation, car, and a generous bonus scheme.

To Apply

Please apply for this role online via <https://adr.to/wj7fkai>. For a confidential discussion on the role, please call Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments, on 0419012841 or email ray@agri.com.au.

For more exciting opportunities, follow Agricultural Appointments on LinkedIn or visit www.agri.com.au

