

Application Sales Specialist - Western Australia

[Apply Now](#)

Company: AGCO Corporation

Location: Sunshine West

Category: Other-General

Application Sales Specialist - Western Australia Apply now » **Date:** Nov 24, 2022

Location: Sunshine West, VIC, AU **Company:** AGCO **Application Sales Specialist**

Who We Are Looking For: + Develop annual volumes for Application Equipment products on a dealer and regional basis, with plans to achieve annual budgeted volumes. + Provide the interface between AGCO, its dealer partners and customers within the designated region of responsibility.

+ Work with key AGCO stakeholders within all departments to ensure AGCO's business strategies are being met. + Coordinate and successfully implement all sales and marketing activities within the region of responsibility.

+ Measure and improve dealer partner performance by actively formulating business plans and strategies. + Work to achieve the sales budget set for the region of responsibility.

+ Analyse and report accurately on competitor market intelligence. + Manage, motivate and train dealer partners and their sales staff to ensure a profitable business model is achieved.

+ Ensure that the dealer partners within the designated region of responsibility have a high level of satisfaction with the service level provided to them by the Account Manager **What You Will Do:** + Provide the interface between the AGCO, its dealer partners and the customers. Respond and follow up on dealer partner enquiries in line with dealer partner

expectations.

Ensure that generated leads are followed up with dealer partners. + Maintain a regular call cycle with the dealer partners within the area of responsibility.

Dealer partner visits are to be documented and reported via the Dealer Visit Report functionality within Salesforce.+ Regional Action Plans - Must create, maintain and coordinate Regional Action Plans for their assigned region on a quarterly basis.

Regional Action Plans will guide and direct all sales and marketing activities within the region. To be in line with budget and resource expectations.

+ Sales Forecasts - As part of the Regional Action Plan, Account Manager's must generate, maintain and review dealer partner forecasts in line with corporate requirements in conjunction with key AGCO stakeholders. To be set annually and reviewed quarterly with each of the dealer partners, implementing business plan and sales strategies to ensure targets are achieved.

+ Sales Volume and Market Share - Must achieve or exceed the overall planned sales and market share forecasts for the assigned region of responsibility for all products on an annual and quarterly basis. + Inventory Management and Forecasting - Ensure correct and accurate management and reporting of all pending retail orders and installations as required.

Manage consignment stock requirements within the region with specific emphasis via the forecast on correct consignment stock placement and the ongoing maintenance of this stock ensuring it is maintained on premises and to the standard set out in the consignment stock agreement. + Technical Support (non-service) - Provide technical (non-service) advice to the dealer partners and customers within the region of responsibility).

+ Product and Systems Training - Oversee and implement all sales training requirements for dealer partners and their employees at a local level within the region of responsibility ensuring a satisfactory minimum level of product knowledge and sales systems use is maintained by current distribution staff. Identify areas where training is required and facilitate it

to occur.

+ Advertising and Sales Promotions - Work closely with Sales stakeholders and Marketing Communications to ensure all dealer partners actively promote the AGCO product range within the region of responsibility. + Dealer Partner / Customer Events - Oversee all sales activities related to field days, customer events and dealer partner promotions for the region of responsibility, ensuring the AGCO product range is represented to a high standard.

+ Key Account Management – work with key AGCO stakeholders to ensure that AGCO has a relationship with both existing and potential key accounts. This includes relationships with retail customers as well as government councils and corporate customers.

+ Distribution Development - Work closely with key AGCO stakeholders, the Account Manager must ensure that all distribution points within the region of responsibility comply with current dealer partner standards. Implement actions plans when required to ensure this is achieved.

Administer and execute AGCO's chosen form of dealer partner assessment and review program. ****Strategic Impact or Contribution Level Input**** + The position's accountability for establishing the strategic vision for the organization, or a part of the organization, and to motivate and persuade others to follow the strategy.

The success or lack of success of the strategy sits with the position.+ Contributes to establishing the strategy and driving the strategy.

****What You Will Bring:**** + Working Knowledge of application equipment + Working knowledge of sales and marketing practices suited to the agricultural sector + Working knowledge of multiple franchise dealer partner channels + Working knowledge of Outlook, Word, PowerPoint and Excel + Experience within manufacturing and / or agricultural industry would be beneficial+ Excellent verbal and written communication skills+ Preparedness to spend an average of three nights per week away from home+ Preparedness to travel interstate and oversees as required ****A Plus If You Have:****+ Routine/Customary problem

solving skills - Requires the ability to make judgements based on practice and previous experience. Requires the ability to assess the validity and applicability of previous or similar experiences and evaluate options under circumstances that are not covered by procedures.

****Who You Are:**** + Aligning and Executing the Sales Strategy+ Communication + Delegation and Empowerment + Driving Successful Customer Engagements + Making Sales Operations Decisions+ Maintaining internal systems with a high level of accuracy

****Travel**** + Yes - 50-75% of the time ****What We Offer You:**** The opportunity to join a true global company AGCO employees work flexibly from the office, home, or a hybrid of both Work with a market leading product range Solid professional development opportunities through AGCO University ****AGCO is a global leader in the design, manufacture and distribution of agricultural engineering with a portfolio of exciting international brands which deliver solutions to farmers in 140 countries through a full line offer from tractors and combine harvesters to protein production systems and smart farming software solutions - to an environment where the future is happening now.**** ****Join us as we bring agriculture into the future.**

Experience our global diversity and enterprising spirit while helping us create innovative technology that helps feed the world's nearly 8 billion people.**** **Job Segment:****

Communications, Marketing Communications, Agricultural, Sales Operations, Engineer, Marketing, Agriculture, Sales, Engineering Apply now »

[Apply Now](#)

Cross References and Citations:

1. Application Sales Specialist - Western Australia Productmanagementjobs Jobs Sunshine WestProductmanagementjobs ↗

2. Application Sales Specialist - Western Australia Turkeyjobs Jobs Sunshine West Turkeyjobs ↗

3. Application Sales Specialist - Western Australia Searchcanadajobs Jobs Sunshine

West Searchcanadajobs ↗

4. Application Sales Specialist - Western Australia MoroccojobsJobs Sunshine West Moroccojobs ↗

5. Application Sales Specialist - Western Australia Barcelonajobs Jobs Sunshine West Barcelonajobs ↗

6. Application Sales Specialist - Western Australia Riyadhjobs Jobs Sunshine West Riyadhjobs ↗

7. Application Sales Specialist - Western Australia Fresherjobs Jobs Sunshine West Fresherjobs ↗

8. Application Sales Specialist - Western Australia Veterinaryjobs Jobs Sunshine West Veterinaryjobs ↗

9. Application Sales Specialist - Western Australia DublinjobsJobs Sunshine West Dublinjobs ↗

10. Application Sales Specialist - Western Australia BollywoodjobsJobs Sunshine West Bollywoodjobs ↗

11. Application Sales Specialist - Western Australia OsakajobsJobs Sunshine West Osakajobs ↗

12. Application Sales Specialist - Western Australia CleanerjobsnearmeJobs Sunshine West Cleanerjobsnearme ↗

13. Application Sales Specialist - Western Australia Fashionjobsnearme Jobs Sunshine West Fashionjobsnearme ↗

14. Application Sales Specialist - Western Australia Researchjobs Jobs Sunshine West Researchjobs ↗

15. Application Sales Specialist - Western Australia AtlantajobsearchJobs Sunshine West Atlantajobsearch ↗

16. Application Sales Specialist - Western Australia Projectmanagementjobs Jobs Sunshine WestProjectmanagementjobs ↗

17. Application Sales Specialist - Western Australia Netherlandsjobs Jobs Sunshine West Netherlandsjobs ↗

18. Application Sales Specialist - Western Australia Cloudjobsnearme Jobs Sunshine West Cloudjobsnearme ↗

19. Application sales specialist - western australia Jobs Sunshine west ↗

20. AMP Version of Application sales specialist - western australia ↗

21. **Application sales specialist - western australia Sunshine west Jobs ↗**
22. **Application sales specialist - western australia Jobs Sunshine west ↗**
23. **Application sales specialist - western australia Job Search ↗**
24. **Application sales specialist - western australia Search ↗**
25. **Application sales specialist - western australia Find Jobs ↗**

Source: <https://au.expertini.com/jobs/job/application-sales-specialist-wes-sunshine-west-agco-corporation-2756329235/>

Generated on: 2024-05-06 by Expertini.Com