

North Qld - Territory Sales Manager

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Company: Rimfire Resources

Location: Australia

Category: other-general

About The Business:

As a market leader and recognised as the pre-eminent brand and innovator within their chosen market segments in which they operate globally, Gallagher has a strong market position due to their commitment to research and development. This commitment goes beyond commercial relationships and they provide service and value to both rural retail customers and farmer end-users of their products and wider technology.

About The Role:

The role will work closely and spend considerable time with users of their technology and the current territory is well established and contains valued, long term partnerships. The Territory Manager role will oversee as well as increase and drive new sales with rural retail partners through managing key account relationships and industry stakeholders.

Skills And Attributes:

To be successful in this role, knowledge and ideally experience of rangeland livestock production will be critical to your success, and experience in a sales and/or commercial role will also be valued highly. You will have strong communication and time management skills, be comfortable with technology and have a drive to succeed. You will also have a proven ability to build rapport quickly with customers as well work cohesively with internal support resources and colleagues. Your ability to leverage internal customer and technical support resources as part of your role as Territory Manager will be critical to not only your success in the territory,

but to the business on a national basis.

On Offer:

The role ideally would be located in Cairns, Townsville or Mackay but there is some flexibility with regard to location as long as it is in the territory and the successful candidate will need to work autonomously and have a willingness to travel. The business also encourages the development of internal career pathways, across the broader business. A remuneration package will be negotiated to attract candidates of the highest calibre.

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Cross References and Citations:

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