

Rural Products Sales Manager

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Company: Elders Rural

Location: Wickepin

Category: other-general

Nurture. Grow. Thrive.

Accepting a role with Elders means you will be joining a team ready to support and grow your career. Be part of a culture that has been in the making for more than 180 years, a culture so strong it is almost tangible. Much like the farmers and communities we work with, you will experience, passion, dedication and resilience across all parts of the business. With such an iconic, essential business in the Australian landscape we are confident that you too will be proud to grow your career at Elders and wear the pink shirt.

About the role

This full-time, permanent role plays a key role in growing our Rural Products business in Wickepin and would suit an energetic, team-player that has experience in a similar role or is ready to take the next step in their career.

As an Elders Rural Products Sales Manager, your expert product knowledge and customer service skills will enable you to build and maintain strong relationships with clients, including finding new opportunities for them to explore. You are also a strong leader with demonstrated people management and merchandise operational skills. Supported by the Elders network, you will be provided with the tools necessary for you to grow in your career.

Responsibilities

As a key member and leader within the branch, you will enjoy a varied day including:

- Develop and manage merchandise business plans and budgets

- Leading a merchandise sales team

Realising genuine growth opportunities and driving merchandise arm of the business

Building and maintaining strong relationships with clients, recommending the Elders range of products and services that will strengthen the growth of their business

Management of inventory, stock turns, debtor management, procurement and supply chain terms, and supporting core ranging strategies

Manage the storage, handling, receiving and dispatching of stock

Proactively source new business to grow market share

About you

To thrive at Elders, you:

Are comfortable and thrive in a collaborative working environment

Are passionate about effecting real change for both your clients and your community

Extensive sales experience and successful sales record ideally in a rural products business

Committed to the provision of high-quality customer service

Sound knowledge of agriculture products, the region and our competitors would be an advantage

Have the ability to provide a high level of customer service and cultivate relationships with current and future clients

About Elders

Elders is proud to be the last Australian-listed major agribusiness. The most trusted agribusiness brand in Australia. We're part of the landscape, part of the local communities, part of Australia's history and we are entrenched in Australian agriculture.

The brand is more than a company, more than a logo - it's part of Australia. And, with an authentic drive to create a sustainable future for farming and the farmers of Australia, Elders is... for Australian agriculture.

We are now looking for the next generation to be part of something big and drive the future of Elders.

If you are ready to grow your career with Elders, please click on 'Apply' today.

For more information call Tim Cowcher, Branch Manager on 0428 881 246, email Timothy.Cowcher@elders.com.au or visit our careers page.

Please note, applications may be shortlisted as they are received.

At Elders, we strive to create a safe environment where everyone can thrive. We aspire to do this by recognising talent, promoting inclusion and celebrating diversity. No matter how you identify, we encourage talented people from all backgrounds, abilities and identities to apply for roles at Elders.

We will accept applications from all people with the right to live and work in Australia.

#LI

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