

Territory Sales Manager, Victoria

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Company: Loam Bio

Location: Australia

Category: other-general

About Loam

At Loam, we have the earth in our hands. As a team of scientists, farmers and entrepreneurs, we are on a mission to improve the world's farmland and address climate change. We are developing microbial technology to remove CO2 from the atmosphere and build carbon in agricultural soils. We help farming businesses prosper by boosting yield and soil health and enabling access to carbon markets.

As a start-up with ambitious founders and investors, our work is fast-paced and multidimensional. We foster a supportive and diverse workplace, where every team member is encouraged to learn and grow beyond their area of expertise.

While everyone at Loam is working in different roles, we all have one job: to remove CO2 from the atmosphere and store it stably in farmer's soils.

About the Role:

As a Territory Sales Manager, you will be representing Loam in the sales and distribution of CarbonBuilder, Loam's biological microbial products and in turn SecondCrop, Loam's soil carbon project partnerships, to grain and mixed farmers and growers across your region, Victoria. The primary objective is to maximise sales and enhance the market presence of Loam's product portfolio across Victoria.

This newly created role would see you joining our small but mighty commercial operations team, where you would be acting as a foundational member of the function responsible for expanding Loam's market presence and penetration across Australia. Reporting

to Loam's National Sales Manager, your core focus would be the generation of leads and the progression of sales leads to conversion.

This is a remote position covering a part of Victoria.

Responsibilities:

Drive market presence and lead conversion, highlighting our products' environmental impact on climate change, improve soil health and positive farmer outcomes.

Collaborate to create and execute a strategic sales plan for Victoria, expanding Loam's CarbonBuilder products and SecondCrop program.

Achieve sales growth and brand recognition in line with Loam's strategic market development plan and KPI targets.

Partner with Loam's sales agronomists and grower extension staff for market expansion.

Identify and engage with key best practice growers to support market expansion through strong partnerships.

Provide regional insights, sales trends, and analytics to the National Sales Manager for the development of Loam's products and programs.

Develop and maintain strategic commercial relationships and key accounts in the region.

Collaborate with the engagement team on field activities, including demonstrations, trials, field days, and farmer meetings, in alignment with Loam's strategy.

Maintain a strong understanding of agronomic knowledge to communicate the benefits of soil carbon and Loam's programs.

Ensure high-level data accuracy and capture using Salesforce.

Requirements

In-depth understanding and expertise **Australian agriculture, with a particular focus on broadacre cropping.**

A strong **track record in agricultural sales** coupled with substantial experience in

commercial agribusiness.

A Bachelor's degree in agricultural science, agribusiness, communications, or a related business field, which would be highly beneficial.

A deep-rooted passion for sustainable agricultural practices coupled with a thorough understanding of carbon sequestration techniques and their impact.

Outstanding interpersonal skills and the ability to communicate effectively across various levels.

Comprehensive knowledge in agronomy, backed by practical experience.

Proficient in using CRM systems, preferably Salesforce, demonstrating a strong grasp of technology in sales and customer management.

Proven ability to take initiative, coupled with robust problem-solving skills. Must be self-driven, capable of operating autonomously as well as collaboratively within a team environment.

Residency in a regional area of Victoria with a readiness for regular travel (up to 60%) to engage with grain farming communities within the designated operational region.

Benefits

Brand new company vehicle and on all road costs provided

Fast-growing start-up with many opportunities for capacity building and career development

Work alongside leading scientists and innovators in an international organisation

Enjoy an inclusive and supportive culture

Competitive salary and sales incentive based on experience

Why you should join us:

We're tackling some of the most challenging issues of our time, and we're doing it with a team that's passionate about making a difference. If you're looking for a role where you can

use your skills to contribute to a mission that matters, we'd love to hear from you.

Loam Bio is proud to be an equal opportunity employer. We are committed to building a diverse and inclusive team. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, gender identity, national origin, disability status, or any other characteristic.

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