

Territory Manager – Southern Western Australia

- **Global Agri-Tech Business – Pioneering technologies – Integrated solutions**
- **Manage existing Reseller & Customer relationships – Identify & foster new ones**
- **Support, educate & enhance end user product experience – In-store & On-Farm**

Utilise your relationship strengths to support and grow existing customer relationships & apply tactical strategies to identify and secure new business.

Charismatic, motivated, competitive, tactical are key attributes we consider as fundamental essentials to drive success as a Datamars Territory Manager. A global manufacturing business focused on continued R&D and NPD, we support the agricultural sector with a range of advanced technologies including livestock weighing, ear tags, electronic identification devices, electric fencing, tools and animal health delivery systems.

As a valued team member of our Australian sales team, you'll manage an existing rural retail customer base and support our farming community across the Southern Western Australia region, ultimately building your credibility as a valued and trusted partner and achieving sales growth for your region. To develop your local networks you'll be actively involved with a variety of trade shows, conferences and networking events.

You'll bring to the table a proven career history in sales and be well used to managing large territories which have you travelling regularly each week (overnight on average 3 days). Agriculture industry experience is a definite advantage, however most importantly you'll have an affinity towards the agri-tech sector, be comfortable working with technologies (hardware and software), have talent in relationship management and excel in solution selling.

You'll work alongside a highly dedicated and motivated Regional Sales Manager who will support, coach and guide you to achieve winning results. A market competitive remuneration package including base salary, plus incentive scheme, fully maintained company vehicle, mobile phone and laptop will be provided plus essentials to set you up with a home based office.

We are open to someone being based across various locations throughout the region, however Coastal and Southern or Albany and Mount Baker are ideal. To apply for this role you must be eligible to work in Australia.

To explore this opportunity further please get in touch with Mel Pantelides, Recruitment Lead – melanie.pantelides@datamars.com

For further insight in to our business visit www.datamars.com and follow us on LinkedIn <https://www.linkedin.com/company/datamars-sa>