



Key Account Manager

- **Infuse commercial acumen into the development & execution of growth strategies**
- **Actively engage, enhance & invigorate key customer relationships**
- **Open to Canterbury – Waikato – Auckland locations – some travel required**

Collaborate with our major farming retail partners, industry influencers & customers across NZ to drive business development opportunities – Be a key member, contributor & supporter of our NZ sales team.

About Datamars

Datamars is a global data solutions company with a 30+ year legacy in animal and textile solutions. Building on our history as a successful RFID identification and data solutions company, we bring together products, technologies & capabilities to put powerful data in the hands of our livestock, pet and textile customers so they can make better informed decisions.

With a 30+ year legacy in supporting the everyday requirements of livestock farming across NZ and Australia, we work alongside farmers to develop award-winning innovative technologies that stand the test of time, as they apply them to the real nitty-gritty, day-to-day challenges faced on farm. Our globally recognised family of trusted product brands, including Tru-Test, Zee Tags, PEL, Stafix, Speedrite, Prattley and NJ Phillips allows us to offer a comprehensive range of integrated services and products.

An insight to the role

- As a valued member of our NZ sales team, actively participate, contribute ideas & incorporate your previous commercial experience, to help support & execute key account growth strategies
- Focused on our NZ customers, you'll be accountable for revenue & margin performance of the Datamars portfolio, managing key account relationships & ultimately delivering highly beneficial outcomes on both sides
- Communicate Datamars Agritech solutions to a range of key account audiences including corporate account customers & large farming enterprises
- Engage, collaborate & communicate regularly with our Territory Managers on key account developments to ensure consistency of message at store level
- Contribute to the development of annual budget; develop quarterly sales activity & business development plans
- Ensure sales budget objectives are met & relevant KPI info is shared with key accounts on their performance & Datamars' delivery – help establish the future sales pipeline
- Keep retail partners & customers informed of new products, company services, price movement, supply situation & promotional opportunities – Coordinate & implement sales promotional programs
- Provide monthly reporting on accounts performance against plans, market trends & activity & recommend areas for improvement

Key success factors

- Commercial Acumen – Customer focused - Entrepreneurial – Proactive – Team player – Collaborator – Results driven
- Recognised as someone strongly capable of increasing customer engagement; injecting fresh ideas to deliver & ensure best in class outcomes
- Sales or Key Account Management experience within a Retail B2B environment is definitely advantageous
- Strong affinity & connection to the agri industry is essential – sales experience in agri-business sector ideal
- Proven career examples of where you've contributed to growing market share in a similar role
- Effective sales & negotiation skills – Excellent communication & interpersonal skills
- Ability to grasp & effectively communicate technical solution (current & future) to a range of audiences
- Energised by a change challenge, having the tenacity & perseverance to drive change through
- Interested & proactive in keeping up to date with regional & national economic trends, in particular in the farming sector

Culture & Values

- Customer centric – Solution focused – Relationship driven
- Innovative – delivering advanced integrated technologies to transform sectors
- Collaborative – sharing ideas & collaborating across global teams
- Competitive & growth mindset – Market leaders – Goal oriented – growth focused

Benefits

- Base Salary, Incentive Scheme, Kiwisaver, Company Vehicle, Ph, Laptop
- Enjoy a paid day off on your birthday each year

DATA MARS

- Employee Assistance Programme – Supporting wellbeing “I AM HERE” Tribe
- PEERS Reward & Recognition Program across Australasia
- Global secondment opportunities for those interested in international experiences

As a vertically integrated business with a head office in Switzerland and market-based operations in over 21 countries, we unite people from diverse sectors, backgrounds, countries and professions. This proudly diverse and inclusive culture strengthens our collective abilities to make a measurable difference to the profitability and quality of life of customers, the sustainability of sectors and the future of the environment.

We have R&D hubs in four locations (Auckland, Hamilton, Lamone and Chiang Mai), production facilities in six locations and sales and marketing hubs in over 24 locations worldwide. We are constantly evolving, which allows our people to engage with stimulating & innovative technology, products & projects.

Please get in touch with Mel Pantelides – Global Recruitment Lead for further insights about the role – melanie.pantelides@datamars.com