

Territory Manager – Northern QLD & NT

Location: Northern QLD and NT

Job Type: Full-Time

ABOUT DIT AGTECH

DIT AgTech is a company dedicated to revolutionising the farming industry through innovative technology solutions. We are committed to tackling the world's most pressing agricultural and climate challenges by creating effective, efficient and sustainable farming practices. Our mission is to empower farmers with cutting-edge tools, knowledge, and resources to help them achieve optimal yields while minimising their environmental impact.

Join us as a Territory Manager for Northern Queensland and Northern Territory, where you'll traverse the region, spearheading business development and nurturing relationships with existing clients. Armed with a deep understanding of our full tech and product range, you'll confidently advise and recommend solutions. This role demands autonomy and self-motivation due to extensive travel. If you're passionate about exceeding targets, excel in the ever-evolving agricultural sector, and can independently drive sales growth, apply now to be a key player in our expanding team.

KEY RESPONSIBILITIES:

- Travel weekly and extensively to visit new and existing customers
- Seek out any potential leads of customers in the region
- Follow up on new leads and as assigned by Sales Lead
- Have an ability to provide a high level of customer service and cultivate relationships with current and future customers
- Possess a thorough working knowledge of the uDOSE and IoT devices (from build stage to installation to troubleshooting)
- Diagnose nutritional requirements of individual and diverse properties and make recommendations on which supplements will benefit the livestock
- Staying up to date with the latest research into livestock technology, health, and nutrition so that DIT can continue to evolve and adapt its product range and remain relevant
- Follow all correct onboarding procedures and follow ups
- Keep Hubspot pipeline up to date with upcoming and closed deals
- Identify field days or industry information days that DIT can attend to promote DIT AgTech and network with industry
- Gather customer testimonials to support our marketing team
- Advise management on new product opportunities, and current product offering improvements.
- Co-ordinate product trials and establish trial sites for new products if in your area
- Identify hazards in the workplace and in the field and take appropriate action to minimise risk
- Proactively champion a safety culture within the team
- Manage any safety issues within your team

SKILLS & EXPERIENCE

- You are comfortable and thrive in a collaborative working environment
- You are passionate about affecting real change
- Ability to work independently and remotely across rural regions for extended periods of time
- Excellent personal presentation skills and ability to communicate effectively
- A competent understanding of basic computer skills
- Extensive sales experience and/or background
- Some form of Ag science/Ag business tertiary qualification (preferred)
- Background in ruminant animal nutrition (preferred)
- Manual Drivers Licence (essential)
- HR Truck Licence (preferred)
- Transporting Dangerous Goods Accreditation (preferred)
- Forklift Licence (preferred)
- Handling Dangerous Goods Accreditation (preferred)

WHY JOIN DIT AGTECH?

At DIT AgTech, we offer a dynamic and supportive work environment, competitive salary and sponsorship opportunities. You'll have the opportunity to make a meaningful impact in the world by contributing to the advancement of sustainable agriculture and climate solutions.

★ TO APPLY ★

Send a resume and cover letter to ally@ditech.net.au, or call Ally Gravalin on 0428 754 373 for further information.

We look forward to meeting you!