

Position Title: Territory Manager
Position Type: Full Time Permanent
Location:
Reports to: Sales Lead

Main duties and 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
- Understand and communicate the impact of carbon emissions on the environment, particularly in relation to livestock farming
- Educate clients on the role of methane emissions in agriculture and the benefits of methane-reducing livestock supplements
- Advocate for the adoption of sustainable practices, including the use of our methane-reducing supplements, to reduce carbon footprint within assigned territories
- Collaborate with internal teams to stay updated on advancements in methane reduction technologies and their application in agriculture
- Monitor and report on the implementation and effectiveness of methane-reducing strategies among clients, providing feedback and recommendations for improvement
- 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

Company Compliance:

- Comply with all lawful and reasonable directions of DIT AgTech
- Do not engage in any unlawful conduct in the course of your employment, while at work premise or when using DIT AgTech resources
- Comply with all DIT AgTech policies, as implemented, varied, or replaced from time to time

In addition to the duties outlined above, you are also required to perform such other duties as may be directed by your supervisor or management provided these are within your competency or training.

Skill and 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)

Performance Goals:

- Work within your region to achieve sales targets and budgets
- Report on weekly on sales activity
- Maintain a high level of contact with customer database using the Hubspot CRM
- Increase adoption of methane-reducing livestock supplements within the territory through targeted education, stakeholder engagement, and strategic collaboration, to contribute to environmental sustainability efforts
- Use Hubspot to track the sales pipeline
- Manage client complaints in a timely and professional manner
- Record nutritional gains of our clients livestock and obtain permission to publish results in public forums
- Introduce existing clients to new products based on nutritional deficiencies
- Meet all safety and OH&S requirements of the company