

Job Title: Territory Manager - Mackay**About us:**

DIT AgTech is at the forefront of innovation in livestock nutrition and agtech solutions. We specialise in delivering cutting-edge IoT-enabled dosing systems and methane-reducing supplements that help producers improve livestock health, productivity, and sustainability. As a fast-growing company with a strong customer-first culture, we are committed to providing solutions that make a real difference on-farm.

We're now looking for a **Territory Manager** to drive sales growth and build strong relationships with livestock producers across the **Mackay and surrounding regions**. This role will focus on identifying new opportunities, supporting customers with our dosing and supplement solutions, and promoting the adoption of sustainable farming practices.

The Opportunity:

As our **Territory Manager** you will drive sales growth and customer engagement across the **Mackay and surrounding regions**. This hands-on, customer-facing role combines technical expertise with business growth, giving you the opportunity to work directly with producers across your region. You'll help install and support DIT's uDOSE and IoT systems, provide expert advice on livestock nutrition, and grow our presence by identifying new opportunities and strengthening relationships with existing customers.

No two days are the same – you'll be out in the field, solving problems, delivering results, and helping producers adopt sustainable and productive practices.

What You'll Do:

- Travel weekly and extensively to visit new and existing customers within the region
- Identify and pursue potential customer leads and follow up as directed by the Sales Lead
- Provide a high level of customer service and build strong relationships with current and prospective clients
- Develop and maintain a thorough working knowledge of uDOSE dosing systems and IoT devices, including installation and troubleshooting
- Diagnose livestock nutritional requirements across diverse properties and recommend suitable supplement solutions
- Educate clients on methane emissions in agriculture and promote the benefits of methane-reducing livestock supplements
- Advocate for the adoption of sustainable farming practices to reduce carbon footprint within assigned territories
- Collaborate with internal teams to stay informed of advancements in livestock technology, nutrition and methane reduction strategies
- Maintain accurate sales records and keep the HubSpot pipeline up to date
- Identify and attend field days and industry events to promote DIT AgTech and expand networks
- Coordinate product trials and establish trial sites where required
- Gather customer feedback and testimonials to support marketing initiatives
- Identify workplace and field hazards and take appropriate action to minimise risk while supporting a strong safety culture

What You'll Bring:

- Ability to work independently and remotely across rural regions for extended periods
- Strong ability to communicate effectively and maintain excellent personal presentation
- A collaborative approach and willingness to work within a team environment
- Passion for driving meaningful change within the agricultural industry
- Competent basic computer skills
- Demonstrated sales experience or relevant industry background
- Tertiary qualification in agricultural science or agribusiness (preferred)
- Background knowledge in ruminant animal nutrition (preferred)

Qualifications and Licences:

- Current manual driver licence (essential)
- Agricultural science or agribusiness qualification (preferred)
- Forklift licence (desirable)

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.

How to Apply:

Send a resume and cover letter to ally@ditagtech.com.au or call Ally for a confidential discussion on 0428 754 373.