

Job Title: Growth Development Representative**About us:**

At DIT AgTech, we're helping shape the future of agriculture through innovation, technology and sustainability. As a rapidly growing AgTech company, we develop cutting-edge IoT-enabled livestock solutions and methane-reducing technologies that are transforming the way producers manage animal health, productivity and environmental outcomes.

Driven by a strong customer-first culture, we're passionate about solving real-world challenges and delivering practical solutions that create meaningful value for producers.

We're now looking for an energetic and motivated Growth Development Representative to join our Revenue Team and help drive the next stage of growth as we continue to expand our customer base, strengthen industry partnerships and deliver innovative solutions to livestock producers across Australia and internationally.

The Opportunity:

Based in Toowoomba or Gatton, Qld, and reporting directly to the Growth Manager, this full-time position plays a key role in supporting DIT AgTech's continued growth and expansion.

As our **Growth Development Representative**, you'll be responsible for identifying and qualifying new business opportunities, engaging prospective customers, maintaining CRM activity and building a strong pipeline of opportunities that support business growth. You'll work closely with the Revenue Team to generate leads, develop customer relationships and contribute to DIT AgTech's continued growth and success.

What You'll Do:

- Proactively engage prospective customers through phone, email, social media and digital channels to generate new business opportunities.
- Qualify leads, identify customer needs and convert interest into high-quality opportunities for the Growth Team.
- Maintain accurate lead, pipeline and customer information within HubSpot and other CRM platforms.
- Research target markets, industries and customer segments to identify new growth opportunities and potential partnerships.
- Build and maintain strong relationships with prospective customers, industry stakeholders and strategic partners.
- Support and execute outbound sales, marketing and lead generation campaigns to drive pipeline growth.
- Leverage AI, automation and digital tools to improve prospecting efficiency, customer engagement and business development outcomes.
- Contribute innovative ideas and continuous improvement initiatives to strengthen sales performance, customer acquisition and growth processes.

What You'll Bring:

- Exceptional communication and relationship-building skills, with the ability to engage confidently with a diverse range of stakeholders.
- Confidence initiating conversations, building rapport and developing meaningful business relationships.
- Highly motivated, self-driven and proactive, with a strong desire to achieve results and create opportunities.
- Ability to work independently, manage competing priorities and consistently deliver against targets and objectives.
- Strong organisational, time management and administrative skills, with a high level of attention to detail.
- Commercially minded with an interest in sales, business development, technology and innovation.
- Comfortable learning new systems, digital tools and emerging technologies, including AI and automation platforms.
- Resilient, adaptable and solution-focused, with a positive attitude and willingness to learn.

Qualifications and Licences:

- Previous experience in sales, business development, lead generation, recruitment, customer success or a similar customer-facing role will be highly regarded.
- Experience using CRM systems to manage leads, opportunities and customer interactions (preferred).
- Experience with HubSpot or similar sales and marketing platforms (highly desirable).
- Experience using digital tools, automation platforms or AI technologies to improve productivity and business outcomes will be viewed favourably.

Remuneration

- \$60,000 base salary plus superannuation
- Performance-based commission structure designed to reward the generation of qualified opportunities and contribution to business growth.
- Uncapped earning potential, providing the opportunity to increase your income based on results and performance.

Why Join DIT AgTech:

Join a business that's helping shape the future of agriculture through innovation, technology and sustainability.

At DIT AgTech, we're developing cutting-edge livestock technologies and methane-reducing solutions that are delivering real-world outcomes for producers across Australia and around the globe. As a rapidly growing AgTech company, we're passionate about solving industry challenges through smarter technology, data-driven insights and continuous innovation.

This is an opportunity to join a high-growth business where your contribution will be visible, your ideas will be valued, and your success will directly influence the growth of the company.

You'll work alongside a passionate and talented team in a collaborative environment that encourages initiative, creativity and continuous improvement. In return, you'll enjoy competitive remuneration,



Recruitment Advertising

performance-based incentives, career development opportunities, exposure to emerging technologies including AI and automation, and the opportunity to make a genuine impact in one of the world's most important industries.

If you're motivated by growth, enjoy building relationships, and want to be part of a company that's driving innovation in agriculture, we'd love to hear from you.

How to Apply:

If you're excited by the opportunity to contribute to a growing AgTech business and help drive the future of agriculture, we'd love to hear from you.

Please submit your current resume and a brief cover letter outlining your interest in the role to:

jen.matthews@ditagtech.com.au

Applications will be reviewed as they are received, so we encourage interested candidates to apply as soon as possible.