

South West Sales Representative

- **Highly Autonomous role with a 4th generation family owned business;**
- **Responsible for managing and developing a customer base in the assigned territory to achieve sales and profitability targets;**
- **Above market remuneration, opportunities for ongoing training and career advancement within the company.**

Our Company

Baileys is a leading West Australian based manufacturer of premium fertiliser and soil amendment products, serving the retail gardening, commercial turf, horticultural and agricultural markets. We are a **4th generation family owned business** helping the world grow towards a greener future.

To continue leading the market and delivering high quality products to our customers, **we require you - A highly motivated and experienced individual to manage and develop our custom base in the South West region of Western Australia.**

We offer an **autonomous and highly supportive environment** that a family business embodies. The suitable candidate will be offered above market remuneration, opportunities for ongoing training and career advancement within the company.

About your Role and Responsibilities

Your primary role will be to service an existing client base and develop new customer relationships within the horticultural and agricultural markets in the South West. In doing so you aim to achieve your sales, profitability and strategic targets.

Your tasks will include:

- Develop an effective communication plan and call on existing and prospective customers to promote Baileys products and services;
- Assist customers with required product and application information, training and all inquires;
- Email in customer orders and monitor deliveries, co-ordinating with administration, production and dispatch;
- Develop effective written proposals, quotations and presentations;
- Interpret and develop soil nutrient programs based on laboratory analysis and manages customer fertiliser programs;
- Represents Baileys at industry functions, field days, growers workshops, conferences, and assists with organising Bailey's customer days;
- Assists with major retail accounts in your area if necessary;

Your tasks will include continued:

- Host corporate entertainment events within territory;
- Prepares monthly sales reports and attend monthly sales meetings;
- Assists with budget planning and drive strategic sales planning and execution in your territory;
- Assists with the development of new products and services;
- Build, maintain and monitor accurate records of customers;
- Works with the marketing department at head office to develop required promotional material and keep product

A true team player, desirable applicants will have:

- Preferred qualifications in Horticulture, Agronomy, Agricultural Science, or a related discipline;
- Preferred experience in agricultural and or horticultural plant and soil nutrition;
- Existing knowledge of turf nutrition;
- Ability to establish and maintain strong business relationships with clients;
- Strong emphasis on client service;
- Ability to work unsupervised and thrives in an autonomous environment;
- Attention to detail and critical thinking;
- Excellent internal and external communication skills;
- Good computer skills;
- A current drivers licence is essential and a company vehicle will be provided.

Applications:

If you feel your skills meet the criteria above please apply providing a resume and cover letter outlining your interest in the position addressed to the General Manager to careers@baileysfertiliser.com.au.

All applications will be kept strictly confidential.

We would like to thank you for taking the time to apply for this role and wish to inform you that only those candidates selected for an interview will be contacted. Please note, however, if you are not successful on this occasion, your resume will remain on our database and you may be contacted for other similar roles.