ABOUT US

InterGrain is a world class plant breeding company currently experiencing significant growth. Our mission is to support the competitive advantage and sustainability of the Australian agriculture sector by delivering market leading wheat, barley & oat varieties.

- Australian R&D Company
- Sales & Marketing
- Wheat & Barley Varieties

THE ROLE

The role of Territory Manager within northern WA will be integral to the achievement of our ambitious plans. This is a exciting opportunity for an experienced Manager to work within a collaborative and vibrant environment.

As a Territory Manager you will be responsible for sales and marketing of the InterGrain brand, products and execution of wheat and barley market development activities.

Working closely with the Marketing Manager and Breeders, you will develop and manage territory sales, wheat and barley marketing plans and business profile, liaising with current and potential growers, industry advisors and distribution partners.
In this role, you will also:

- Build and maintain strong customer relationships at multiple levels within the WA grain growing regions
- Take a strategic approach to assessing, analysing and reporting accurate market intelligence, in order to develop and implement sales and marketing plans
- Work closely with key distributors, advisors and growers, developing new relationships and continuing to strengthen existing customer relationships
- Represent InterGrain at field days and industry forums

We are keen to hear from you if you possess the following:

- Experience in the Australian grains industry, with strong agronomy and cereal supply chain knowledge
- A commercial background in agricultural sales and marketing
- Tertiary qualifications in agricultural science or equivalent
- High level interpersonal skills and ability to build strong, effective business relationships
- An organised approach to building and managing a territory

If you’re interested in working for a company with a great culture, where you can really make a difference this might just be the place for you. Preferred location is Perth, however, there is some flexibility. To apply please forward a covering letter introducing yourself and detailing your skills and experience to:

Amanda Booth - HR Manager InterGrain
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