



## Account Manager Victoria/Tasmania

### About Us:

Established in 1962, Silvan Australia has been a pioneer in the development and the manufacture of agricultural machinery to meet the needs of primary producers in Australia & New Zealand. A family owned business, Silvan is recognised as an industry leader in the field of agricultural machinery, rural lifestyle and hardware products. Our customers are varied from primary producers, trade to DIYers.

### About the Role:

We are seeking an experienced Account Manager who will be based in our Head Office located in Dandenong South. This person will cover the regions of Southern Victoria and Tasmania and will report to the General Manager, Spraying and Machinery. You will be promoting Silvan's Spraying Equipment and Farm Machinery plus the Selecta Rural Merchandise range. You need to be enthusiastic, hardworking and keen to foster the close relationships that we have with our Dealers and Farmers in these areas. It will be essential to meet sales and profitability targets and ensure satisfaction with internal and external customers. You will need to have the experience and ability to strategically manage existing and new accounts and formulate a marketing plan. You will develop an understanding of the present and future needs of our customers and seek to participate in their business planning processes, to develop their market to end users. Familiarity with agricultural machinery products and/or a rural background will be advantageous to securing the role. Your package will include a good salary, use of a company vehicle and relevant bonuses will apply when your sales targets have been exceeded.

### About You:

You will need to demonstrate strong communication skills and be clearly focused on our objectives with a sound understanding of sales distribution systems for agricultural machinery. You are a problem solver with excellent sales, customer service and negotiation skills and have a strong sense of ownership over your own outcomes. The capability to learn and maintain our vast product range will be extremely challenging. You have the ability to prepare a marketing plan entailing the issues of pricing, promotional activities, pre-season order programs, product issues and also provide regular weekly reports to the business.

If you are enthusiastic and committed, grab this fantastic opportunity to make your mark in a well established Australian, family owned company, **APPLY NOW** through the Seek Link or to [kdamiano@silvanaust.com](mailto:kdamiano@silvanaust.com)

A letter of application addressing our above key criteria, your current resume and the completed information form are all required to be considered for this position.

We will accept applications until **COB on 1<sup>st</sup> September, 2017** and only shortlisted applicants will then be contacted.