



## Merchandise Account Manager

### 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 Merchandise Account Manager with experience in the Agriculture Industry. It would also be beneficial if you have had exposure to the mass merchant hardware market.

This is a key role with a major Australian agricultural equipment supplier and will be based in our Hamilton branch in New Zealand. The role will be focussed on growing our range of Rural Lifestyle Guide products, supporting our rural and hardware networks and building our online sales presence. The role will report directly to the Territory Manager North East Australia and New Zealand.

### The Ideal Candidate will have:

- You need to be enthusiastic, hardworking and keen to develop and foster close relationships with our Dealers and key customers.
- It will be essential to meet sales and profitability targets and ensure satisfaction with internal and external customers.
- Experience and ability to strategically manage existing and new accounts and formulate a sales and marketing plan.
- Familiarity with agricultural merchandise products and/or a rural background will be advantageous to securing the role.
- Your package will include a competitive salary, use of a company vehicle, mobile phone, tools of trade 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 a variety of sales distribution channels. 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 will have excellent time management skills and a desire to make this role your own. You will be computer literate and have a high level of integrity.

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.

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.

Only shortlisted applicants will be contacted.

Applicants for this position should have NZ residency or a valid NZ work visa

Applications must be received by **COB on 29<sup>th</sup> July, 2020**

**No Recruitment Agencies please.**