



NORTHERN WA TERRITORY MANAGER

- **Leading Australian Cereal Breeder**
- **Sales & Marketing**
- **Wheat, Barley & Oat Varieties**
- **Location Bibra Lake WA**

**For more information
Contact:**

**Amanda Booth
19 Ambitious Link
BIBRA LAKE WA 6163
abooth@intergrain.com**

ABOUT US

InterGrain Pty Ltd 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 and oat varieties.

THE ROLE

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

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

Working closely with the Senior Marketing Lead and Breeders, you will develop and manage territory sales, build and execute wheat, barley and oat marketing plans and raise our business profile. You will work closely with growers, industry advisors and distribution partners.

In this role you will have the opportunity to:

- Build and maintain strong customer relationships at multiple levels within the WA wheatbelt
- 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



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- A commercial background in agricultural sales and marketing methods
- Tertiary qualifications in agricultural science or equivalent
- High level interpersonal skills, in building strong, effective business relationships
- Experience in communicating the value/benefits of research/plant breeding to growers
- An organised approach to building and managing a territory
- Bringing strategic thinking to life and delivery of outcomes

For the right candidate, the role may include:

- Leading the strategic implementation of InterGrain's End Point Royalty promotion and compliance program. This opportunity would include engagement with the National End Point Royalty steering committee and the use of innovative technologies.
- National management of our SeedClub (distribution partner) quality assurance program to ensure the production of high quality commercial seed.

Australian citizenship or immigration status to be currently legally employed in Australia is a must. This is not a sponsored position.

If you're interested in working for a company with great culture where you can really make a difference this might just be the place for you.

To apply please include a covering letter introducing yourself and addressing the selection criteria along with your resume to;

Amanda Booth - HR Manager InterGrain
abooth@intergrain.com

Applications close end of business 16th April 2021