



Sales & Business Development Manager

Growing a better future

Boomaroo Nurseries is a world class vegetable seedling producer, supplying seedlings to Growers across Victoria, New South Wales, Queensland and South Australia. We are renowned for the high quality of our commercial seedlings, our value-add customer service and innovation in seedling production and technical advice.

Your role will most likely be based in the **Toowoomba** area but will have a **National** focus working out of our new fully purposed nursery currently under construction that will significantly increase our Queensland capacity and product offering.

You will focus on the development of the company's business through identifying opportunities through the entirety of the vegetable supply chain (paddock to plate). Critical to your success will be your ability to not only identify opportunities but to strategise, plan and follow them through to rollout in the horticultural market.

Sound understanding of current agricultural production techniques and products with a high level of understanding of how to leverage this knowledge to increase sales and create new business opportunities. You will also have a thorough understanding of key stake holders in the vegetable supply chain and how they interact with vegetable growers nationally.

You will be confident, highly motivated, have the ability to work autonomously and possess solid management and communication skills. Tertiary qualifications are desirable, as is a proven sales history working within the industry.

Key Responsibilities will include:

- Achieving period and annual sales targets
- Account planning and management
- Working with National Vegetable Produce Suppliers to build corporate alliances
- Lead and partner with suppliers for New Business development opportunities for Boomaroo.
- Identifying and implementing growth opportunities
- Business, industry and market development

Experience, Knowledge & Skills:

- Proven ability to work as a team with employees within a business at all levels.
- Highly developed communication and interpersonal skills
- Extensive Industry knowledge, with demonstrated Agronomic experience desirable
- Established relationships and knowledge of key businesses and the personal within them throughout the Vegetable industry supply chain
- Computer literate – MS suite, ERP systems and capability to utilise these resources to develop presentations to industry stakeholders.
- Well organised with a strong forward planning mind set.
- Commercially savvy
- Self organised and able to work remotely and independently.
- It would be desirable if you had experience with technology & digital platforms

If you're dynamic, experienced and passionate about the Horticulture industry, this is the role for you. In return you will be rewarded with an attractive salary package, company vehicle, mobile, laptop and the opportunity to work within a dynamic team environment. If you are ready for a challenge and think you have what it takes we want to hear from you.

Email your application to Jerome Teal, People & Culture Business Partner, at careers@boomaroo.com