

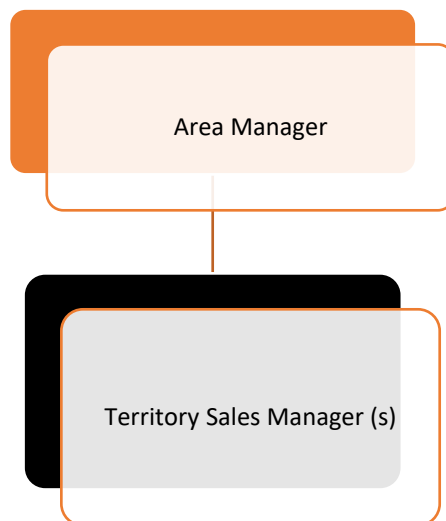
POSITION DESCRIPTION

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|------------------------------------------------|-----------------------------------------------------|------------------------------|
| Position Title: Territory Sales Manager | Direct Manager: National Field Sales Manager | |
| Budget Responsibility: | Direct Reports: Nil | Indirect Reports: Nil |

WHAT YOU'RE HERE TO ACHIEVE

Key purpose: To drive revenue growth and market share within a specific region of Australia by developing and executing strategic sales plans. To undertake sales and promotional activities, and to provide on farm consultation. To implement marketing and sales initiatives both regionally and nationally.

WHERE YOU'LL FIT IN #TEAMGALLAGHER



WHO YOU'LL BE WORKING WITH

| INTERNAL RELATIONSHIPS | EXTERNAL RELATIONSHIPS |
|--------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Key Account Manager (s), Business Development Manager (s), Technical Support Team (s), Product Managers, Marketing team. | Resellers, Farmers, Dealer staff, end users and any other external stakeholders as required |

WHAT YOU'LL BE DOING

| Key Accountability | Outcomes/ Expectations |
|--------------------|------------------------|
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| Territory Management | <ul style="list-style-type: none"> ● To implement an approved annual regional sales plan. ● To build relationships with regional dealer network ● To build relationships with farmers and associated service organisations. ● Manage build costs and regional sponsorship budgets within an agreed budget. ● Applying disciplined sales execution towards customer development with planning annually/ monthly/ weekly/ daily activities with clear objectives to ensure productive sales calls ● Sales forecasting and activities planning/ closing via CRM ● Collaborate with a variety of departments (CS,Tech Support etc) |
| Provide High Quality Customer Service | <ul style="list-style-type: none"> ● Maintain customer service standards as expected by the NZ Sales values and in line with the overall group values. ● Professionally represent Gallagher Group within the specific region and maintain the key disciplines expected within the company's guiding principles. ● Expertise in handling customers' enquiries/complaints and providing ideal solution |
| Dealer Support | <ul style="list-style-type: none"> ● Maintain an active call program that is both deliverable and in line with dealer expectations. ● Maintain all point of sale and merchandising material in a professional standard within guidelines. ● Facilitate regular training of dealer staff relative to their levels and experience. ● Proactively manage store inventory in line with relative dealer expectations and/or stock turn policies. Ensure all stock is relative and in a saleable condition. ● Work with Key Account Managers to ensure implementation of promotions and other activities meet goals and targets. ● Professionally act on all referrals from dealers for advice, technical support or installations for Gallagher on-farm solutions. ● Identify new and existing opportunities to grow sales. ● Attend relative meetings for staff, management and category management as required ● Actively evaluate market and feedback any relative information on competitor activities or initiatives. |
| On Farm Support | <ul style="list-style-type: none"> ● Actively seek opportunities for on-farm sales of both products and services. ● Complete regular training and demonstrations of products and services to farmers and associated service industries. ● Provide solution beyond the farm gate by identifying opportunities and seeking support from on-farm solutions team. ● Undertake on-farm installations for products ensuring the maximum up selling of companion products and services Where applicable an |

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| | <p>installation/consultancy fee should be charged for expertise, time and consumable products.</p> <ul style="list-style-type: none"> Refer potential leads to Technical Support Managers where required |
| Training and Support | <ul style="list-style-type: none"> Undertake Product, Technical and Health & Safety training as required. Ensure that self-development is undertaken when required to maintain a level of knowledge and professionalism to remain competitive. Undertake training to dealer and on-farm channels to promote products and services |
| Operational and Marketing Activities | <ul style="list-style-type: none"> Maintain all company tools of trade in a safe and professional condition. Complete all administrative functions in a timely and professional manner in terms of policy. Report activities and sales through company systems (SAP, CRM) regularly in order to smaximize returns. Manage operational expenses within budget and inline with company policy. |
| People Leadership | <ul style="list-style-type: none"> Support other team members when required. Participate in the implementation and achievement of team objectives and action plans. Actively participate in team meetings. Support team events and ensure that peers act responsibly and professionally. Ensure that profession dress standards are maintained at all timesEnsure that behavior and activities are maintained in terms of policy. Be prepared to share knowledge and experience to all team members both individually and at team meetings to assist the team meet overall objectives. Ensure that confidentiality is respected and maintained to ensure that no one person is disadvantaged and to ensure that a competitive advantage is maintained at all times. |

Including any other duties not specified that may be required to complete the role, and as requested by the Reporting Manager.

HOW YOU'LL BE DOING IT

Qualifications and / or Experience:

- Relevant Tertiary Study
- Previous Territory Management experience.
- Previous experience in selling to the agricultural marketplace.
- A history of strong sales growth and achievement.
- A clean driver's license with no endorsements.

Skills / Competencies:

Created/ Edited: May 2024
By: Area Manager

- Strong desire to succeed, with a strong focus on achieving goals and objectives.
- Strong organisation and time management skills.
- Strong computer skills including, Excel, Word, PowerPoint and a working knowledge of software.
- Good communicator and team player.
- Sound knowledge of electric fencing and animal management systems.
- A practical can do attitude.
- An ability to work unsupervised.

Protect what matters most.

Our purpose and our values apply to our extended Gallagher family including our employees, customers, partners and community.

