



Beef Sales Representative

Rangers Valley, a premium global beef brand is recruiting for a Beef Sales Representative to work in the meat division.

Rangers Valley specialises in the production of high quality, long fed Angus and Wagyu beef. We own and operate the iconic Rangers Valley Cattle Station and feedlot on the northern tablelands of NSW, we process beef under contract and manage our global sales and marketing.

About the Role

Rangers Valley requires a motivated, professional sales representative with prior experience in exporting branded beef. Rangers Valley export branded beef to over 20 countries and is customer focused at all level of the business. This role will be focused on working with customers to deliver benefits to all stakeholders. Sales is the core skill set required, but there will be some production planning, product development, process refinement & supply chain management required. This position would be a part of the Sales & Operational Planning (SOP) team which is tasked with delivering customer demands in a timely and efficient manner.

Core Responsibilities include:

- Manage customer relationships in a mutually beneficial way.
- Enhance or build new business in designated markets.
- Develop sales plans, sales targets and individual business development plans.
- Be part of the new product development process.
- Complete costing models and analyse data.
- Provide feedback into the SOP team about customer requirements and trends.

Qualifications, Skills and Experience:

Applicants for this position should have the following skills and attributes:

- Beef sales experience is essential and export sales is an advantage.
- A strong background in customer service and relationship building.
- Detailed knowledge of Beef specifications & an understanding of beef processing.
- Tertiary qualifications preferred but not essential.
- Must be able to work independently but also within a team environment.

Applications including a cover letter and resume should be forward to Andrew Moore email:

moorea@rangersvalley.com.au Phone +61 419 171 987

Application close on Friday 15th December 2017