

Territory Sales Managers - Crop Packaging – Multiple Positions Available QLD, VIC / SA

Do you get a strong sense of ‘a job well done’ looking at perfectly formed hay and silage bales in a freshly cut field?

Are you an optimistic person with great knowledge of fodder conservation or crop packaging? Do you connect quickly & enjoy working with people? Are you a great communicator and a bit of a problem solver? Do you like delivering outstanding service and understand what ‘customer centricity’ means? If yes, please read on...

Unipak is in the ‘helping people’ business within the crop packaging sector. We need ‘can-do’ Territory Sales Managers immediately, to help us keep up with the massive demand for our high-quality fodder baling & wrapping products. We need people who can develop long-term, trust-based relationships with our customers, while also growing their region.

The Company: Unipak is a small and agile company that is growing because of its commitment to doing the right thing. We are proudly 100% Australian owned and operated and our range of high-quality products speaks to our growth. We serve the people on the front line of food and fodder production, while striving to deliver the best products for the best value. Our company values are based on a principle of ‘people serving people’ and our win: win approach is key to our customers success and our company’s success. We’re proud to be a ‘safe pair of hands’ for our customers, to keep them a part of the Unipak family.

The Role: Covering a large regional area in either VIC or QLD, a typical day in the life of this role is talking / listening to and engaging new and existing customers with the view to building and expanding growth in your territory. There is a lot of intra state travel involved in the role to meet customers face to face, on-farm or in store. A mobile work environment means it’s not overly important in which region you live in QLD or in VIC / SE SA. You will be required to work from a home office when not travelling.

What you’ll need to succeed:

- You’re a people person, you reach out to people and develop rapport quickly
- You have an optimistic and enthusiastic outlook that’s part of your DNA
- You have good understanding or experience in fodder conservation / crop packaging
- You think on your feet and quickly read & evaluate people and situations
- You understand ‘great customer experience’ and you can deliver it
- You’ve got outstanding communication skills and you don’t mind a challenge
- You ask the right questions to get the right information
- You ‘listen like mad’ to find solutions & benefits for people
- You engender goodwill with people to build lasting relationships
- You’re organized, you identify what needs doing & you get the job done
- You lead by example, adhere to rules, and take pride in what you do
- You keep your cool under pressure and can juggle multiple tasks
- You have poise, a sense of humility and a healthy amount of curiosity
- You’re not shy to ask for the business
- You like travel

The team at Unipak make no apologies for having high standards. If 'good and rough' is 'near enough' then you're probably not the right fit for this role. We require 'can do' people only please.

The Package: These are full-time roles with a young, energetic, and growing company. Roles are available in both Victoria / SE SA and Queensland. A competitive remuneration & vehicle package will be offered based on experience & suitability.

The next step is to call 08 8162 3800 between 7.00am and 2.30pm for a 10-minute confidential conversation.