



Position Details

Title	FULL TIME Sales Person
Reports to manager job title	Sales Manager
Key relationships	Growers and Buyers in the grain industry
Location of role	Flexible

Purpose of the Role

The purpose of this role is to work with both growers and buyers to prospect for new clients, service existing clients and work to increase use and loyalty of the igrain platform. This role will focus on building strong relationships with clients to enhance referrals and reoccurring transactions from registered users.

Key Responsibilities

- Build strong relationships with Growers and Buyers via the phone and email to grow tonnage **listed** in region/s on igrain.com.au
- Build strong relationships with Growers and Buyers via the phone and email to grow tonnage **sold** in region/s on igrain.com.au
- Be a strong advocate for the igrain brand and focus on building strategic alliances.

Remuneration Package

The remuneration package is a combination of fixed and variable, giving the successful candidate the opportunity to be rewarded based on meeting key performance indicators. Below details each component.

- Fixed Base Salary of **\$60K per annum including Super**
- Variable Component – Capacity to earn an additional **\$15K per annum** based on meeting targets.