

Sales Representative

About Us:

Dobmac Agricultural Machinery is a second-generation family owned and operated business in Ulverstone, Tasmania, specialising in the design, manufacture, supply, and service of agricultural field, grading and packing machinery throughout Tasmania, Mainland Australia, and New Zealand. Our product range includes in-field equipment for soil cultivation, seeding, potato planting and harvest, onion harvesting equipment and specialist grading, packing and palletising machinery tailored to enhance efficiency and productivity in agricultural operations.

We represent many globally recognised brands including AVR potato harvesters, Lemken cultivation and tillage equipment, Valentini rotary cultivators and power harrows, Tong Engineering, Ecraft (onion packing and sorting), along with our widely recognised Dobmac potato planters.

We are expanding our sales team and are seeking a self-motivated and driven **Sales Representative** to join our team at our Ulverstone location. This is a permanent, hands-on role for someone who thrives in a dynamic environment and values customer service, teamwork, and innovative problem-solving.

About the Role:

As a Sales Representative, you will play a key role in driving sales growth by providing field equipment and grading/packhouse machinery solutions to new and existing customers. You will be responsible for identifying customer needs, delivering tailored solutions, maintaining strong relationships, and resolving customer issues. This role will require travel across Australia and New Zealand to visit clients and attend relevant trade shows.

Key Responsibilities:

- Provide professional and efficient support, ensuring customer issues are resolved efficiently and in line with our values.
- Engage with customers to assess their equipment needs.
- Develop a strong understanding of our suppliers' equipment offerings and how they benefit our customers.
- Research sales areas to identify potential customers and growth opportunities.
- Make accurate cost calculations and provide customers with quotations.
- Handle customer enquiries and provide timely, relevant feedback.
- Visit suppliers to enhance product knowledge and build strong relationships.
- Work with customers through the entire sales and installation process.
- Maintain positive business relationships to drive future sales.
- Assist with ongoing project coordination after sales completion.
- Communicate customer requirements and project details within the Dobmac team to ensure the best outcome through to project completion.
- Prepare and submit monthly sales and progress reports to management.
- Attend field days and trade shows to promote Dobmac's product range.
- Work closely with suppliers from Australia, Europe, the UK, and the USA.
- Travel periodically overseas to visit suppliers and attend trade shows to gain insights into new and existing products.
- Conduct periodic sales trips across Australia and New Zealand to meet with existing customers and identify new opportunities.
- Continuously expand technical knowledge of agricultural grading and packing machinery.
- Utilise MYOB Acumatica CRM software to manage contacts, opportunities, and quotes.

Key Attributes:

- Strong customer service focus with a proactive approach.
- Self-motivated, committed, and results driven.
- Excellent communication and interpersonal skills.
- Proficient in Microsoft Word, Excel, and Outlook.
- Detail-oriented with strong problem-solving abilities.
- Strong analytical skills with the ability to interpret supplier quotes and drawings.
- Adaptable to fast-paced environments with strong time management.
- Reliable, punctual, and efficient with a strong work ethic.
- Ability to interpret 2D and 3D CAD drawings and assist with site layouts (desirable).
- Willing and able to travel at short notice to respond to customer needs or enquiries.
- Creative problem-solver, able to develop tailored solutions for customers.
- Hands-on experience with agricultural or processing line machinery (desirable).
- Current Australian passport.
- Current manual driver's licence.
- Forklift licence (desirable).
- Physically fit and able to meet the demands of the role.

Why Join Us?

At Dobmac, we pride ourselves on fostering a collaborative and supportive culture, and on developing strong relationships with both customers and suppliers. We offer our customers a high level of service and focus on building long-term relationships. This role offers an exciting opportunity to be part of a respected Tasmanian company committed to delivering quality solutions for the agricultural industry.

As part of this position, we offer the following:

- Competitive base salary with commission structure.
- Ongoing training and development opportunities.
- Company vehicle, phone, and laptop.
- Join a passionate, supportive, and like-minded team.

How to Apply:

If you're ready to make a difference and grow your career with Dobmac, please submit your cover letter and resume to careers@dobmac.com.au.