



FARM TENDER

**F A R M
TENDER** **AG CENTRE**
"PRIME" WHERE EVERY DAY'S A FIELD DAY



POSITION DESCRIPTION

TITLE OF POSITION: Sales Position
DEPARTMENT: Farm Tender Prime Ag Centre (PAC)
SALARY & AWARD: Full Time
POSITION CREATED: January 2019
RESPONSIBLE TO: Chief Executive Officer, Dwain Duxson

1. What is Farm Tender & the PAC

Farm Tender is an online buying a selling marketplace for Farmers and Associated Agricultural Businesses. We currently have 32,500 Farmer members and growing on a daily basis. See the website here www.farmtender.com.au

The PAC is a separate division from Farm Tender selling a different line of products. It's a combination of an online/offline store/yard based in Elmore but servicing customers Australia wide. See the link here <https://www.farmtender.com.au/primeagcentre>

2. Primary Objectives

The PAC sells a wide range of Agricultural items from New Machinery & Equipment, New Livestock Handling & Feeding Equipment through to Fencing, Animal Health, Supplements, Hay and Grain Merchandise, General Merchandise, Chemical, Fertiliser, Stockfeed and just about anything we can get access to.

The Yard/Store in Elmore is the Depot where we display items and sell some of the things from. The office is located in the yard.

The idea is to source the items mentioned above and then on-sell to our growing customer base.

Some of our customers are Prime Monthly Member's (PMM's), we share some of the retail margin with the PMM in exchange for a monthly membership fee. We do this on 99 percent of the items we sell through the PAC. See the link here <https://www.farmtender.com.au/primemonthlymembers>

We also have our own in-house buy now, pay later product called DelayPay. Customers can utilise DelayPay to help manage their cashflow. Read more on DelayPay here. <https://www.farmtender.com.au/delaypay>

The business is quite unique and innovative and will challenge the successful applicant

3. What sort of person would this role suit?

- Someone who wants to help build something from the ground up
- Someone who wants to put their stamp on a business establishing itself
- Someone who is innovative and would contribute to the ways things run

4. Conditions of Employment

- Full Time
- Work from the PAC Office in Elmore, Vic
- 8:00am-5:30pm
- A branded Duel Cab Ute will be provided in the package
- All positions are subject to a probationary period of six (6) months.
- Reporting and working with Farm Tender CEO Dwain Duxson
- Working with Director Matt Henke in the Elmore office
- Working with Ellen Garland who is the Admin Person for the PAC (remote)
- Alternate Saturday Morning working hours (when open)

5. Contribute to the success of the PAC by:

- Helping us grow the business on a daily basis
- To participate in the sourcing of items for the PAC
- To participate the selling of items through the PAC
- Some loading and unloading of Trucks and Utes
- Other duties

6. Personal Attributes

- Ability to think on your feet
- Ability to communicate effectively with people at all levels
- A1 Customer Service mindset
- A good follow up mentality

7. Knowledge & Experience

- Some understanding of the Australian Agriculture industry
- Excellent people skills
- Excellent phone manner
- Good Computer skills
- Good time management skills
- Selling skills

8. Requirements

- Email a one-pager about yourself along with your resume

For further information, contact:

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