



General Manager Sales

Mount Maunganui

Ballance Agri-Nutrients is a New Zealand-owned business at the heart of sustainable, profitable food production, helping Kiwi farmers and growers feed more than 20 million people around the world. Building on its core business of fertiliser and animal feed manufacturing, supply, sales and advice, Ballance offers a full range of science-backed products and services, including farm systems software that enables optimal on-farm decision making, to over 19,000 farmers and industrial customers. With nationwide one-on-one specialist on farm advice supported by a network of rural merchant supply partners, service centres, consignment stores, manufacturing sites and agricultural aviation services, Ballance is placed to deliver on its purpose of together, creating the best soil and feed on earth.

Reporting to the CEO and working closely with other members of the Lead Team, the General Manager Sales (GM) is accountable for the development and delivery of Ballance's nationwide sales strategy. The GM will lead significant change in how the business addresses its customer value proposition, reshaping the sales culture as the team works closely with customers to create greater on-farm value. Building people capability to enhance entrepreneurship and collaboration, re-energising local decision making, unleashing the power of ideas, information, science and motivated people, enhancing on farm partnerships that exceeds customer expectations are key elements of the role. The GM role is based at Ballance's Head Office in Mt Maunganui and has a national team of 165.

Applicants will display the following attributes:

- Sales leadership experience in a dynamic and progressive national role.
- Skilled in shaping a collaborative, high-performance culture.
- Strong relationship management, negotiation, communication and influencing skills.
- Commercial acumen and a reputation for delivery of results.
- A vision for the future potential of New Zealand farming

Ballance has a strong brand. The opportunity is for you to lead the sales team on the next stage of an energised journey in partnership with the best farmers of the future.

Confidential enquiries can be made to Graham Ewing or Kerrie McGirr of EQI Global on +64 3 377 7793 or email at search@eqiglobal.com Applications for this role close on Friday, 16 June 2017.