



## Parts and Service Business Development Manager

Toowoomba & Darling Downs  
Sales Representatives/Consultants  
\$80,000 - \$109,999 | Full Time

Midwest Fabrication is a family owned and operated manufacturing business of the world's largest harvesting platforms. At the heart of Midwest is a team of talented and dedicated people committed to providing industry-leading after sales and support.

### About The Opportunity

We are now looking for an experienced and professional Parts and Service Business Development Manager to join our team based in Dalby Queensland. This role will be fundamental in taking the company parts and service division to the next level in customer service. The main focus of this role is to lead delivery implementation and ongoing management of strategic initiatives and programs to drive growth and support of our parts and service business development throughout Australia.

### Your Duties Will Be

- Develop and implement parts and service strategies and initiatives to deliver growth both locally and nationally.
- Development and improvement of parts and service systems and procedures with positive outcomes for the dealers and customers in mind.
- Analyse competitor information and pricing and identify opportunities in the marketplace to drive the parts and service growth.
- Develop a "hybrid" parts model with value adding offers for presentation to dealers and customers
- Support, assist and teach parts and service team members with the highest standards in mind.
- Ensure all department targets are met and all catalogues and programs are accurate and up to date
- Ensure all sales transactions are recorded correctly and all orders are dispatched within set time frame.
- Proactively manage, coordinate and facilitate the stock take process



## To Be Successful In This Role You Will Need

- A strong & driven team member who looks for solutions, not problems
- At least three to five years' experience in a similar business development/improvement role - with a track record of implementing change and delivering growth to a business
- Ability to develop strategies and convert these to drive incremental business growth
- An excellent understanding of the agricultural industry will be an advantage but is not essential
- Senior business level communication and presentation skills
- Tertiary qualifications in business/engineering preferred

## Benefits

- The stability of a growing, family owned and operated business that cares about our team members and their families.
- A safe, friendly, professional, and inclusive work environment with exceptional workplace culture.
- Located in Dalby on the beautiful Darling Downs in Queensland
- Long term job security with average office retention over 10 years.
- We are an equal opportunity employer that does not discriminate and we value diversity at our company.

Please forward all enquiries and/or resumes to [accounts@midwest.net.au](mailto:accounts@midwest.net.au)