



David

Sales Representative

I am a Sales Representative for a major fruit and vegetable wholesaler. I am located in the Brisbane Markets at Rocklea.

I sell stock on behalf of our growing partners and farmers to small and medium retailers as well as major supermarket chains.

The Markets start very early with no set finish times. As a result I am often at work before dawn and my finishing times can vary.

Firstly in the morning I sell face-to-face to retailers on our section's floor. Mid-morning onwards I manage our large supermarket accounts via meetings, emails and phone calls.

I usually arrive home in the early afternoon. However, my work continues from home in the later part of the day as I coordinate retail orders for our nightshift employees.

I started my career in the warehouse and progressed to the sales team, with my employer providing on-the-job training. It is really helpful to understand food safety and to have knowledge of many different fruits and vegetables along with their seasons and supply constraints.

The tool of my trade is my mobile phone and I am on call 24/7 to take calls, messages and emails.

The best part of my job is the flexibility it can offer and no two days are ever the same.



USEFUL SCHOOL SUBJECTS:

- Mathematics
- Economics
- Business
- English

WHAT YOU COULD STUDY:

- Forklift licence
- Certificate IV in Business Sales

OTHER CAREERS TO CONSIDER:

- Fresh produce sales and marketing coordinator
- Produce procurement coordinator

PERSONAL REQUIREMENTS:

- Sales and marketing skills
- Organisational skills
- Can work with a variety of people
- Happy to work unusual hours
- Can work as part of team or individually





EXPERIENCE AGRICULTURE

TASTE: The Agricultural Skills & Technology Experience

- Initiative of Queensland Agricultural Training Colleges
- Four-day school holiday program for students aged 15+
- For more information freecall 1800 888 710 or email enquiries@qatc.edu.au

FEAST: Future Experiences in Agriculture, Science & Technology

- Initiative of the University of Queensland
- Five-day school holiday program for students in years 10, 11 and 12
- For more information email feast@uq.edu.au

USEFUL CAREER GUIDES

www.ruralcareers.net.au

Rural Skills Australia's careers and employment guide provides comprehensive advice, information and reference material about education, training, careers and employment pathways in rural and related industries.

www.careerharvest.com.au

Career Harvest is a hub for cutting-edge careers within the food and fibre industries. Whether you're interested in feeding the world, adapting to climate change, developing the environment or managing future energy sources, this site helps create clearer pathways for you to harvest your agricultural career.

SCHOLARSHIP SUPPORT

Horizon Scholarship

(<http://bit.ly/HorizonScholarship>)

- Rural Industries Research and Development Corporation initiative
- supports students studying ag-related degrees at university
- \$5000 per year for duration of degree

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