

Regional Manager - WA & SA

About Us

Achmea Farm Insurance, part of Achmea Group with 17,500 employees and 10 million clients globally, has been operating in Australia since 2013 as a specialist agricultural insurer. Thousands of agribusinesses have trusted us for their farm insurance, and with our expanding team, now is the perfect time to join. At Achmea Farm Insurance, we're committed to supporting farmers and agricultural communities with sustainable insurance solutions. Our mission is to "Keep Farmers Farming."

About the Role:

Make a meaningful impact where it matters most! Are you ready to lead with purpose, grow strategic regions, and shape the future of client experience across rural and regional Australia?

At **Achmea Farm Insurance**, we're more than an insurer — we're a trusted partner to farming communities. We're seeking a driven and collaborative **Regional Manager** to lead our Commercial team across **Western Australia and South Australia** — two high-potential regions that are central to our long-term growth strategy.

This is a rare opportunity to lead with impact — building trust with clients, developing a passionate team, and turning national strategy into tangible results on the ground.

Role Responsibilities:

- **Leading from the front** – Coach, mentor and inspire a high-performing team of Farm Insurance Specialists to deliver client outcomes and business growth.
- **Strengthening relationships** – Build long-term, trusted partnerships with clients, alliance partners, and key internal stakeholders.
- **Driving regional growth** – Translate national strategy into regional action plans that improve client retention, unlock new opportunities, and deliver commercial success.

Shaping the future – Champion an exceptional client experience and support capability uplift across two of Australia's most promising agricultural markets.

Qualifications

- 5+ years' experience in sales, agribusiness development, or leadership, with a strong track record of delivering results.
- Proven ability to lead, engage and develop high-performing teams.
- Strong relationship-building and communication skills — with clients and internal teams alike.
- A strategic, solutions-focused mindset and a genuine passion for supporting rural communities.

Benefits of working with Achmea:

- Competitive salary package
- Five weeks of annual leave

- Paid salary continuance and life insurance
- Novated leasing options
- Volunteer leave and study allowances
- A values-driven culture with the autonomy to make a difference

Join Achmea Farm Insurance — where your leadership can help protect the future of farming.
If you're passionate about people, performance, and rural prosperity — **we'd love to hear from you.**

Privacy

Protecting your privacy and your personal information is important to us, as it is fundamental to the way we conduct business. Achmea Farm Insurance (ABN 86 158 237 702, AFSL 433 984) is bound by the Privacy Act 1988 (Cth) and the Australian Privacy Principles set out in that Act. A copy of Achmea Farm Insurance's Privacy Policy may be found at www.achmea.com.au/privacy/. If you have any questions about how Achmea collects, stores, uses and discloses your personal information, please contact us using the contact details at the end of the Privacy Statement.

NOTE: No recruitment agencies - If we need additional assistance, we'll reach out to our trusted partners.