JOB DESCRIPTION

COMPANY	OMEX Agriculture Ltd.
MAIN SITE	Home-based
JOB TITLE	District Sales Manager
CONTRACT TERMS	Full time, Permanent

COMPANY

At OMEX we strive to optimise life's essentials, operating across key food, energy and water markets, helping people and planet thrive for generations to come.

We do this through cutting edge, science-driven solutions that nourish soils and crops, power cleaner energy and purify water, turning vital resources into resilient systems to ensure we can all flourish in a changing world.

As a family run business we're committed to supporting and championing our people, providing exciting opportunities to make a real difference throughout our food, energy and water sectors.

OVERVIEW OF ROLE

This is a commercial sales role requiring technical understanding of crop nutrition. The successful candidate will manage the growth of the Nitroflo N+S, Multiflo NPKS and Fortiflo business within Southwest of the UK by providing commercial and technical solutions to customers' needs, creating strong relationships with existing farm customers and building business with new customers within the Southwest and working very closely with Distributor Customers.
This role covers a geographic area of Southwest of UK including, Wiltshire, Hampshire, Dorset, Somerset, Devon and Cornwall.

KEY RESPONSIBILITIES

1. To achieve annual revenue and gross profit targets as agreed. To do so by selling to large and influential farmers based on sound and appropriate technical advice. Principle focus will be on cereals, OSR, grassland and maize, but will also include other crops.
2. Develop close working relationships with distributor customers, both at senior level and with the field-based sales teams. Support them on farm to influence their decision-making process to promote OMEX product range where technically appropriate.
3. Work closely with the rest of the OMEX sales team to deliver the company's strategic objectives for the product group. Also, liaise effectively with the Business Growth Director, Fortiflo, distribution and credit control team members, helping to ensure the achievement of customer requirements.
4. To prepare, agree and implement a coherent sales plan that will achieve sales growth and deliver exceptional customer service.
5. Promote OMEX and the product range to be at the forefront of crop nutrition technology, thereby enhancing the status of the company within the marketplace.
6. Develop technical expertise in Nitroflo and Multiflo ranges and in your particular crop sector.
7. Support the Research & Development Manager to facilitate grower product performance trials, supporting Head of Marketing to deliver engaging farmer meetings and demo days.
8. To provide authoritative technical training, advise and support for distributor customers and independent agronomists as and when required.
9. To process orders and effectively manage your own order book.
10. To help provide the highest standards of customer and after sales service.
11. To attend conferences and exhibitions as appropriate.

QUALIFICATIONS, SKILLS & EXPERIENCE

- The successful candidate is likely to be experienced in advising and selling to the agricultural sector
- The skill set to find and close new business is essential.
- Working from home requires a self-reliant, disciplined and highly self-motivated approach.
- Planning skills and effective time management are paramount.
- The candidate should have a sharp commercial awareness and good negotiation skills.
- Working to agreed sales targets is essential.
- Valid UK Driving Licence required.
- Experience of working in the agricultural sector - essential.
- FACTS or similar qualification is desirable but can be achieved. BASIS certificate in crop protection or similar would be advantageous.
- Ideally have at least three years field sales experience, ideally within specified geography.
- Experience of advising and selling crop nutrition to farmers - essential.
- The successful candidate is likely to have experience of adding value to product sales through providing technical advice directly to the farmer.
- Keen to learn and progress a career with OMEX.
- A team player with a strong fit to the OMEX vision & values (see below).

OUR **VISION**

Our vision is to optimise life's essentials: food, energy and water, so people and planet can thrive for generations to come.

OUR **VALUES**

	Embrace The Challenge. See The Opportunity.
	Do The Right Thing. Always.
	Be In It For The Long Term.
	Roll Up Your Sleeves & Pursue Excellence.
	Grow Together. Whatever The Weather.