

<b>Company</b>	OMEX Agriculture Ltd.
<b>Job Title</b>	District Sales Manager, South West UK
<b>Main Site</b>	Home based with regular travel to
<b>Contract Terms</b>	Full time, Permanent
<b>Reporting to</b>	Business Growth

### **The Company**

OMEX is an exciting, forward-thinking and innovative place to grow your career. The industry leaders in liquid fertiliser are on a fast-track journey to grow the business and are looking for a dedicated and enthusiastic district sales manager to join the team.

Working at OMEX, the team are encouraged to take ownership of projects they're passionate about, are able to make a real difference to joint business goals and have the opportunity to progress their career.

OMEX believe personal development is vital, and fund training to grow people as they help grow the business. From BASIS qualifications to FACTS, OMEX are continuously investing in their team to meet both personal and organisational goals.

As a business who operates within 85 countries OMEX companies celebrate their diversity within the workplace, and the worldwide opportunities on offer to people joining them.

This key role is seeking to further strengthen OMEX's market position within the West of the UK.

### **The 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 island of Ireland
- working very closely with Distributor Customers.

#### **Area**

This role covers a geographic area of Southwest of UK including, Wiltshire, Hampshire, Dorset, Somerset, Devon and Cornwall.

### **Key Responsibilities**

- 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.
- 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.
- 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.
- To prepare, agree and implement a coherent sales plan that will achieve sales growth and deliver exceptional customer service.

- 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.
- Develop technical expertise in Nitroflo and Multiflo ranges and in your particular crop sector.
- Support the Research & Development Manager to facilitate grower product performance trials, supporting Head of Marketing to deliver engaging farmer meetings and demo days.
- To provide authoritative technical training, advise and support for distributor customers and independent agronomists as and when required.
- To process orders and effectively manage your own order book.
- To help provide the highest standards of customer and after sales service.
- To attend conferences and exhibitions as appropriate.

## **Qualifications, Skills & Experience**

### **Personal requirements**

- 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.
- The successful candidate will be comfortable being away from home for several days at a time, and with international travel, mainly to England.
- Valid Ireland & UK Driving Licence required.

### **Professional and Academic requirements**

- 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).

## **Vision**

Our vision is to optimise life's essentials- **food, energy and water**- so people and planet can 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.

**OMEX: Optimising Life's Essentials**

## **Values**

<p><b>Embrace the challenge. See the opportunity.</b></p>	<p>Every challenge holds an opportunity. Guided by curiosity, agility and a can-do mindset, we navigate obstacles and turn problems into progress- finding smarter, stronger ways forward when it matters the most.</p>
<p><b>Do the right thing. Always.</b></p>	<p>We put people and planet first. Acting with integrity, empathy and respect- even when it's hard- is how we earn trust and build lasting relationships.</p>
<p><b>Be in it for the long term.</b></p>	<p>The best results come from lasting relationships. We think beyond the quick win, make decisions for the long term, and invest in trust to create value that endures.</p>
<p><b>Roll up your sleeves &amp; pursue excellence</b></p>	<p>We're all in and committed to quality. We bring energy, passion and high standards to everything we do. By giving our best, we deliver excellence that helps our world thrive.</p>
<p><b>Grow together, whatever the weather.</b></p>	<p>Storms pass, but strong partnerships endure. We learn continuously, work as a team, and grow stronger together through challenge and change.</p>

#### **Employee Benefits**

- Competitive salary
- Company vehicle or monthly allowance
- Discretionary annual bonus payment
- Private medical insurance
- Health cash plan
- Salary exchange pension scheme (contributions- employer 5.6%, employee 3.4%)
- Life assurance – 4 x annual salary
- Income protection scheme (36 month qualifying period)
- Daily lunch allowance when working at any of the OMEX sites
- Opportunity to purchase company shares after 2 years.