

<b>Company</b>	OMEX Agriculture Ltd.
<b>Main Site</b>	Home-Based with travel required
<b>Job Title</b>	UK Sales Manager (De-Icers)
<b>Contract Terms</b>	Full Time, Permanent

### **OMEX**

OMEX is the market leader in liquid fertilisers and de-icers in the UK and Ireland, manufacturing and exporting a unique range of plant nutrients and crop health promoters nationally and internationally.

### **Overview of Role**

This is a commercial sales and product management role that also requires a very sound technical understanding of de-icers. The purpose of the role is to maximize the sales of OMEX De-icers by:

- providing commercial and technical solutions to customers' needs,
- creating strong relationships with existing customers and building business with new customers,
- working very closely with our Distributor Customers,
- monitoring adverts and publications for tender opportunities,
- identifying opportunities for product development that will lead to sales growth.

The job holder will be based from home but will be expected to travel to OMEX factories and to customer premises, which may involve international travel. The Company will provide suitable transportation for car licence holders or will reimburse for use of own vehicle.

### **Key Responsibilities**

- To achieve annual revenue and gross profit targets as agreed. To do so by selling directly to Ground Handlers, Airports, MOD, and other large users of de-icers based on sound and appropriate technical advice. Complete tenders to customers as demanded, in a timely manner.
- Develop close working relationships with Distributor customers. Support them to influence their decision-making process to promote OMEX product range where technically appropriate.
- Maintain product accreditations to enable OMEX to meet all the requirements demanded by a tender process.
- To always represent OMEX Agriculture in a highly professional manner.

### **Qualifications, Skills and Experience**

- The successful candidate is likely to be experienced in advising and selling de-icers
- 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.
- 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 Strategy	
<b>Omex: Optimising Life's Essentials</b>	<p>Our vision is to optimise life's essentials – food, energy and water – so people and planet can thrive for generations to come.</p> <p>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.</p>

Values	
<b>Be in it for the long term.</b>	The best results come from long lasting relationships. So, think beyond the quick win. Invest in trust. Be there, be steady. And create value that endures.
<b>Embrace the challenge, see the opportunity.</b>	A challenge is simply opportunity in progress. With curiosity, agility and a can-do mindset, we turn obstacles in better ways forward for our colleagues, customers and communities.
<b>Roll up your sleeves &amp; pursue excellence.</b>	We're all in and committed to quality. We bring energy, passion and high standards to everything we do. By giving our best and working as a team, we deliver excellence that helps our world thrive.
<b>Grow together, whatever the weather.</b>	Storms pass, but strong partnerships endure. We learn continuously, support each other, and grow stronger by sticking together through every season.
<b>Do the right thing. Always.</b>	We put people first – customer, colleagues, and partners. Acting with integrity empathy and respect, even when it's hard is how we earn trust and build lasting relationships.