

<b>Company</b>	OMEX Agriculture Ltd.
<b>Main Site</b>	Home based, West England (2 Roles Available: West Mids and North-West)
<b>Job Title</b>	District Sales Manager
<b>Contract Terms</b>	Full time, Permanent

#### **OMEX**

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

OMEX is an exciting, forward thinking and innovative place to grow your career. We are on a journey to grow the business and are looking for two dedicated and enthusiastic District Sales Managers to join the team.

#### **Overview of Role**

We are looking for a motivated and technically minded District Sales Manager to join our growing team. This role involves leading sales growth within a defined area, working closely with the Business Growth Director to manage and expand our portfolio of customers. A strong technical understanding of crop nutrition is essential, as you'll be providing valuable support and insight to clients across the region.

This is more than just a sales role, it's a long-term career opportunity with real potential for personal development, ownership, and progression within the business. You'll have the chance to build something of your own, supported by a collaborative team and a company that values ambition and initiative.

We offer an attractive salary package and a strong commission structure designed to reward performance and drive.

Defined area: West of England (West Midlands and North-West)

This role aims to further strengthen OMEX's position within the marketplace.

#### **Key Responsibilities**

1. Become a key player in the role out and development of OMEX's sustainable product line.
2. To develop and execute a strategy to identify new accounts with the aim of securing new business to OMEX.
3. Take ownership of developing and executing a strategic approach to identify and engage new accounts, driving sustainable growth for OMEX.
4. Build strong, lasting relationships with key distributors and merchant contacts, becoming a trusted partner in the field.
5. Actively maintain and enhance positive relationships with existing customers, ensuring continued satisfaction and loyalty.
6. Deliver expert technical advice and tailored crop nutrition solutions, aligned with customer needs and OMEX's sustainability goals.
7. Collaborate closely with OMEX's distribution network to guarantee a consistently high level of customer service.

8. Take responsibility for credit control within your area, ensuring effective and professional account management.
9. Represent OMEX at industry events, conferences, and exhibitions, acting as a key ambassador for our sustainable product development and rollout.

#### Qualifications, Skills and Experience

- The ability to build strong stakeholder relationships, display excellent customer service skills and commercial aptitude.
- Experience of working within the agriculture sector preferred, knowledge of the UK Fertiliser sector would be an advantage.
- Strong commercial awareness and aptitude
- Fantastic negotiation skills
- FACTS certification or willing to achieve. OMEX will support ideal candidates in achieving this.
- Full UK driving licence (regular travel required).
- Support the OMEX team in excellence for the Vision strategy & Focus on the Values of the business (see below).

#### Vision Strategy

<b>Product Performance</b>	Provide products that consistently meet / exceed expectations. Products that are reliable, efficient, accurate, easy to use and provide optimal nutrition to crops resulting in excellent crop yield, quality and sustainability.
<b>Logistics</b>	Maximum customer satisfaction achieved through efficient infrastructure, accurate demand forecasting, effective system management and cost optimisation.
<b>Technical Support</b>	Commercial teams possess a deep understanding of products and application to help farmers use fertilisers more efficiently, have effective communication skills, respond in a timely manner and have a customer centric approach.
<b>Quality</b>	Consistently high-quality standards achieved in operations through continual evaluation of processes and product formulations to eliminate problems.
<b>Safety</b>	Superior safety standards achieved through establishing a strong safety culture where employees recognize the importance of safety, feel confident in reporting hazards and have the necessary training to work safely.
<b>People</b>	An engaged, motivated and loyal workforce that are encouraged, empowered and given a work environment that provides opportunities to reach their full potential.

#### FOCUS on Values

<b>Fulfilment</b>	<ul style="list-style-type: none"> <li>• Happy • Motivated • Challenged • Rewarded</li> <li>• Developed • Appreciated</li> </ul>
<b>One-Team</b>	<ul style="list-style-type: none"> <li>• Communicate Well • Support Others • Align with decisions</li> </ul>

	<ul style="list-style-type: none"><li>● Involve the right people</li></ul>
<b>Collaborate</b>	<ul style="list-style-type: none"><li>● Build partnerships based on trust and respect both internally and externally</li></ul>
<b>Use a Strategic Mindset</b>	<ul style="list-style-type: none"><li>● Maintain a long-term perspective ● Innovate ● Think Broadly</li><li>● Be willing to change ● Use data to drive decisions</li></ul>
<b>Strong Execution</b>	<ul style="list-style-type: none"><li>● Focus on priorities ● Coordinate resources ● Clear accountability</li><li>● Work at the right pace ● Don't cut corners</li></ul>