



District Sales Manager Scotland

OMEX Agriculture Ltd



Job Title	District Sales Manager		
Department/Group	OMEX Agriculture Ltd		
Location	Home/Office Based - Scotland		
Level/Salary Range	Competitive, Remuneration Package	Position Type	Permanent
Hiring Manager	Robert Burton	Date Posted	16 th February 2024

Applications Accepted By:	
Email: careers@omex.com including the role and location on the email subject line	Closing Date: Interviews scheduled: ASAP

Job Profile

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.

OMEX pride themselves on their core values "FOCUS". Fulfilment, One-Team, Collaborate, Use a strategic mindset and Strong execution.

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

As a business who operates within 85 countries OME X 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 OME X's market position within the marketplace.

The Role

This is a commercial sales role requiring technical understanding of crop nutrition. The successful candidate will manage existing and grow new Nitroflo N+S, Multiflo NPKS and Specialty Liquid Fertiliser business within Scotland by:

- providing commercial and technical solutions to customers' needs,
- creating strong relationships with existing farm customers and building business with new customers within the defined sales area
- working closely with distributor customers

Area

This role relates to fostering relationships, supporting existing customers and growing new business within Scotland, which is serviced by OME X's dedicated Dundee facility.

The successful candidate would ideally be resident within the area defined above but not essential. Suitable candidates residing outside the geography stated would be considered.



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Key Tasks

- To achieve annual revenue and gross profit targets as agreed with the Commercial Director. To do so by selling to farmers based on sound and appropriate technical advice.
- To maintain and develop existing business servicing their requirements and maximising their potential.
- To maintain, build and foster new relationships with key distributor and merchant contacts
- To develop and execute a strategy to identify new accounts with the aim of securing new business to OMEX working directly with potential new farmer accounts and merchant customers.
- To provide technical training, advice and support for customers as and when required.
- To work with OMEX distribution to ensure excellent customer service and customers needs are met
- Be responsible for good Credit Control
- To attend conferences and exhibitions where necessary.

Personal Requirements

- The successful candidate is likely to be experienced in advising and selling to the agricultural sector.
- The skill set to generate new business is essential.
- The candidate must have or develop technical authority and people skills to develop strong personal relationships both with customers and colleagues.
- Valid UK Driving Licence required.
- 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.

Professional and Academic Requirements

- An Agriculture based qualification would be an advantage but not essential.
- A Commercial background in fertiliser and crop nutrition would be an advantage.
- FACTS Certification, however, OMEX are willing to support the right candidate achieve the appropriate qualifications
- Ideally have at least three years field sales experience and ideally within the relevant geographic territory.

Remuneration and Benefits

A competitive remuneration package is offered for the role.

- This will include a negotiable basic salary dependent on experience and is paid on a monthly basis.
- A commission scheme on certain product ranges is also included and is paid twice yearly.
- A discretionary annual company bonus scheme that is offered after a qualification period.
- Access to the OMEX Company Share scheme is also available after a qualifying period.
- A contributory Company Pension Scheme is also offered as well as access to a contributory Healthcare Scheme.
- A suitable Company Car will be provided for the role or a user allowance.
- A company credit card will be provided for business expenses.

The candidate will be expected to work mainly from a home-based office, and the company will provide a Laptop, Printer, Mobile and home phone line etc to ensure you have everything you need to thrive in your home working environment.

The hours of business will be 8:00am to 5:00pm, with extra hours where necessary. Some overnight stays may be required.

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Want to apply for this role?

Send your CV to the **OMEX** recruitment team

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