



Horticultural Technical Sales Manager

OMEX Agriculture Ltd

(Specialties - Horticulture)



Job Title	Horticultural Technical Sales Manager		
Department/Group	OMEX Agriculture Ltd (Specialties - Horticulture)		
Location	Home/Office Based - England		
Level/Salary Range	Competitive, Remuneration Package	Position Type	Permanent
Hiring Manager	Edward Dickinson	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 technical 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 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 Ireland.

The Role

This is a technical sales role. To maximize the sales of OMEX horticultural foliar and speciality fertilisers by providing technical solutions to customers' needs, by building strong relationships with existing customers and building business with new customers within the ornamental, protected edible, soft and top fruit and wider horticultural markets.

Key Tasks

- To achieve annual revenue and gross profit targets as agreed. To do so by selling to large and influential growers based on sound and appropriate technical advice. Principle focus will be on soft and top fruit, ornamentals, protected edibles and protected vegetables/leafy salads but will also include vines, flowers and bulb crops.



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Key Tasks continued

- Develop close working relationships with distributor and independent agronomists. Support them on farm if required. Influence their decision-making process to promote OMEX product range where technically appropriate.
- Work closely with the rest of the speciality team to deliver the company's strategic objectives for the product group. Also, liaise effectively with the Company's Agricultural Sales Managers, Distribution and Credit Control personnel, 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 your particular crop sector. Develop technical expertise in particular product groups (e.g. growing in PFC).
- Support the Research & Development Manager to develop new market opportunities for OMEX products based on sound technical evidence, including facilitating grower product performance trials.
- To provide authoritative technical training, advise and support for distributor customers and independent agronomists as and when required.
- To help provide the highest standards of customer and after sales service.
- To attend conferences and exhibitions as appropriate.
- To represent OMEX Horticulture in a highly professional manner always.

Personal Requirements

- The successful candidate is likely to be experienced in advising and selling to the horticultural sector, adding value to product sales through providing technical advice directly to the farmer/grower.
- The skill set to generate new business is essential.
- The successful candidate will be comfortable being away from time to time, and with international travel, if required.
- 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.
- Have the stature, technical authority, and interpersonal skills to develop strong working relationships, with customers and colleagues.

Professional and Academic Requirements

- An Agricultural/Horticultural qualification is essential
- FACTS Horticulture qualification is essential, BASIS Horticulture would be advantageous
- Experience of advising and selling to growers is essential.
- Experience of advising and selling agrochemicals and / or crop nutrition would be of benefit.
- Ideally have at least three years field sales experience and ideally within their geographic territory

Remuneration and Benefits continued on page 3





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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.
- Free on-site parking across all OMEX sites

The role is a field based role working from a home-based office. The company will fund 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 will be required.

If you'd like to have an informal chat about the role, you can contact the hiring manager, Edward, on 07814 891160



Apply Now

Want to apply for this role?

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OMEX Careers

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