



Sales Manager Ireland

OMEX Agriculture Ltd



Job Title	Sales Manager Ireland		
Department/Group	OMEX Agriculture Ltd		
Location	Home/Office Based - Ireland		
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 national 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 commercial sales role requiring technical understanding of crop nutrition. The successful candidate will manage the growth of the Nitroflo N+S, Multiflo NPKS and Specialty Liquid Fertiliser business within Ireland 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 the whole of Ireland.



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Key Tasks

- 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 intensive grassland, cereals, OSR and maize, but will also include other tillage 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 Company's Speciality team, 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 Nitroflo and Multiflo ranges and in your particular crop sector.
- Support the Research & Development Manager to facilitate 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.

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 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.
- 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 Agricultural qualification is essential
- FACTS or similar qualification is essential, BASIS certificate in crop protection or similar would be advantageous
- ideally have at least three years field sales experience and ideally within Ireland
- Experience of advising and selling crop nutrition to farmers is essential.
- The successful candidate is likely to be experienced in advising and selling to the agricultural sector in Ireland, with experience of adding value to product sales through providing technical advice directly to the farmer.

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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.

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.

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?

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

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