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**JOB TITLE: Technical Sales Specialist (Midlands BU – Midlands)**

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**DIVISION:** Sales

**CONTRACT TYPE:** Permanent

**SALARY:** Competitive Base Salary + Uncapped Commission + Vehicle + Fuel Card

**LOCATION:** Midlands – Gloucestershire

**JOB TYPE:** Field Based

**REPORTS TO:** Regional Sales Manager

**WORKING HOURS:** 08:30am – 17:00pm

**VACANCY REF:** 0004

### **ABOUT US**

Involved in Plant and Animal Nutrition for almost 60 years and active in the Agri-food industry, the Groupe Roullier draws upon its industrial and technical expertise, its unique sales force and a sustained innovation policy to meet the specific needs of its clients. Our strength is in our 8,000 employees who share our values: innovation, performance, and entrepreneurial spirit. Our activities are organised into 4 divisions: Plant nutrition, Animal nutrition, Agri-food and Industrial solutions.

TIMAC AGRO a subsidiary of the Groupe Roullier, has more than 5,700 talented people based in 39 countries across the globe, with a global turnover of €2BN. Timac Agro UK, has since moved to a brand -new Head Office facility at the world - renowned Rothamsted Research Centre, the UK's primary agricultural research institutions in the world.

### **THE ROLE**

As a result of continued growth, Timac Agro UK are looking for motivated individuals that are interested in the agriculture industry. Join our technical sales team and become a specialist in crop, plant and livestock nutrition with emphasis on providing sustainable farming solutions to your local agricultural communities! You will report directly to the **Regional Sales Manager**, who will act as your first point of contact, and equip you with the necessary, training, coaching, and overall support needed to be successful in your new role.

As a charismatic and independent sales professional, you will utilise your skills, knowledge and experience in the world of Agriculture and Farming, to implement unique sales strategies and attract new clients. With the ability to form long last relationships, the successful sales specialist will continually source new sales opportunities and close sales to achieve quotas. Alongside travel and building an extensive network, you will play a key role in increasing income and revenue by managing and negotiating with clients, generating leads, and managing sales of products and services.

**REGION** – Gloucestershire (Stroud, Cheltenham or Hartpury).

*\*This is a field-based role and will require daily travel through your territory, plus periodic travel to business meetings throughout business unit and occasionally to the head office (Harpenden).*

### **RESPONSIBILITIES**

- To achieve sales of our **Unique & Enhanced Product Range** in Fertilisers, Soil Conditioners and Animal Nutrition/ Welfare Solutions to Farmers and Growers through local distribution channels.
- Seek, develop and maintain regular and continuous relationships with distributors and key players within the local farming community.

- Use existing customer/market data and carry out independent research to develop ‘out of the box’ sales strategies.
- Successful closure of sale using various customer services/ sales methods (networking, knowledge building, prospecting etc.).
- Keep up to date with industry trends, regulations, changes and / or innovations.
- Attend meetings, sales events and training when required by the Regional Sales Manager.
- Maintain log of your day to day activities and plan via our CRM system (Salesforce) on expanding your client database within your assigned territory.
- Participation in team training activities or collaborative efforts and team working events.
- To undertake any other duties as may be reasonably expected by the Regional Sales Manager/ Business Unit or Country Manager.

## ABOUT YOU

As a successful candidate you will have;

- A Level/ Diploma qualified or higher, within Agricultural sciences or business management
- Minimum 4 years’ continuous work experience (*Desirable*)
- Quantifiable results in field-based sales roles (B2B and/or B2C)
- A strong understanding of key sales techniques
- Desire to build and learn soil science, crop science and animal health
- Desire to complete FACTs (Fertiliser Advisers Certification and Training) qualification
- Exceptional verbal and written communication skills
- Excellent interpersonal skills – including confidence in cold calling on the field and via phone and ability to develop good long-term industry relationships
- Great organisational, planning and problem-solving capabilities
- Team orientated with the ability to successfully manage and nurture a team
- Self-motivated and driven with a desire to succeed
- Demonstrating resilience, with a focus on positive outcomes
- Commercially aware of current industry happenings/ innovations
- Experience of using a CRM
- A full, clean UK Driving License
- Good level numeracy skills
- Happy to work autonomously

## WHAT WE OFFER

Below is a list of just some of the benefits we have to offer:

- Competitive base salary + Uncapped Commission
- 25 days annual leave + Bank Holidays
- Company car + fuel card + tablet + phone
- Employer contribution, salary sacrifice pension scheme
- Lump sum of x3 basic salary death in service
- FACTS qualification following a successful completion of probationary period and in-house training

## PERSON SPECIFICATION

Criteria	Essential	Desirable	Assessment Method
Qualifications	<ul style="list-style-type: none"> <li>• Diploma (Agricultural Science / Crop Science or Business Management related fields)</li> <li>• A full, clean UK Driving License.</li> </ul>	<ul style="list-style-type: none"> <li>• Degree level degree Agronomy/ Agricultural Science / Crop Science or Business Management related fields)</li> </ul>	<ul style="list-style-type: none"> <li>• CV/Application</li> <li>• Certificates</li> <li>• Telephone pre-screening</li> </ul>

Technical Sales Specialist Job Description – last updated September 2020

<p><b>Skills/competencies/experience</b></p>	<ul style="list-style-type: none"> <li>•</li> <li>• Minimum of 4 years work experience.</li> <li>• Experience and quantifiable results in field-based sales (B2B and/or B2C).</li> <li>• Experience using CRM.</li> <li>• Excellent verbal and written communication skills.</li> <li>• Excellent interpersonal skills, including engaging presentation skills.</li> <li>• Ability to demonstrate mental arithmetic competence on field.</li> <li>• Great organisation skills.</li> <li>• Ability to learn scientific details surround technical products.</li> </ul>	<ul style="list-style-type: none"> <li>• Experience in agricultural field sales.</li> <li>• Experience selling high value products.</li> <li>• Knowledge of key nutrient cycles in soil, plant and soil requirements and/or animal health/nutrition</li> <li>• Experience using Salesforce.</li> <li>• Active on social media, desire to use to expand local network.</li> </ul>	<ul style="list-style-type: none"> <li>• CV/Application</li> <li>• Interview</li> <li>• Case Study</li> </ul>
<p><b>Knowledge</b></p>	<ul style="list-style-type: none"> <li>• Understanding of key selling techniques</li> <li>• Experience working for a corporate business</li> </ul>	<ul style="list-style-type: none"> <li>• A good understanding of plant nutrition, soil biology and crop production</li> <li>• Understanding of working with natural systems, biological farming</li> <li>• Up-to-date understanding of current agricultural policies and practices in the UK and how they will impact our current farming systems</li> <li>• Commercially aware of current industry happenings/ innovations</li> </ul>	<ul style="list-style-type: none"> <li>• Interview (competency-based questions)</li> <li>• Presentation (optional)</li> </ul>
<p><b>Special attributes</b></p>	<ul style="list-style-type: none"> <li>• Confidence in reporting back success and failure to the business in order to assist other sales representatives throughout the UK</li> </ul>	<ul style="list-style-type: none"> <li>• Previous participation in delivery of presentations at Agricultural events in the UK</li> <li>• Existing links in agricultural industry across the South West of the UK</li> </ul>	<ul style="list-style-type: none"> <li>• Telephone Pre-screening</li> <li>• Interview</li> <li>• Presentation (optional)</li> </ul>
<p><b>Personal qualities</b></p>	<ul style="list-style-type: none"> <li>• Positive attitude</li> <li>• Motivated to work with the type of product range offered by Timac Agro UK (whole farm approach, working with enhancing natural systems)</li> <li>• Team orientated</li> <li>• Persuasive and confident in presenting our company and products</li> <li>• Self-motivated and driven with a desire to succeed</li> <li>• Demonstratable resilience, with a focus on positive outcomes</li> <li>• Maintain a tidy appearance</li> </ul>		<ul style="list-style-type: none"> <li>• Interview</li> <li>• Presentation (optional)</li> </ul>