

## **REGIONAL SALES MANAGER**

South West, United Kingdom

### **Role**

We are looking for a **Regional Sales Manager** to drive and manage our field based commercial sales unit in the South West of England. The role will cover the area of Cornwall, Devon, Dorset and Somerset.

### **Responsibilities**

- Reporting directly to the General Manager, you will promote and sell our unique, enhanced product range, in close liaison with our local distributors.
- You will also build key distribution channels on a local, regional and national level for the business, enhancing its commercial development further in your area, and on a national scale.
- Your mission will be to prospect and build lasting relationships with the local agricultural community in your area, and implement sales operations as required.
- Driving the recruitment of your Field Sales Team, implementing a solid on-boarding strategy and integrating new members in to your team efficiently
- Management and development of a team of 5-8 sales representatives, with a key responsibility being to develop, coach, and train to meet and exceed their targets, as well as yours.
- Key responsibility for the overall regional P&L, essentially running a business within a business for Timac Agro UK.

### **About us**

We all share the same outlook: moving agriculture forward in a sustainable way. This commitment is what drives us to constantly innovate to provide high-performance solutions and look towards a future of world leading, sustainable agriculture in the UK.

### **Our team**

We endeavour to provide our growers support and guidance to improve yields. Our team of experts in plant and animal nutrition are local and provide a countryside service to develop solutions of tomorrow.

### **Our solutions**

Our fertiliser solutions are based on plant and seaweed extracts, which enhance the performance of the fertiliser to protect the environment, increase efficiency and improve plant growth and quality. At Timac Agro UK, we provide tailored solutions for animal nutrition, health and welfare. There are two product ranges available for improving animal health, welfare and providing nutritional complementation

### **Our global reach**

The Groupe Roullier is an international company involved in Plant and Animal Nutrition for almost 60 years. We draw upon industrial and technical expertise, a unique technical



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team and a sustained innovation policy to meet the specific needs of our growers. Since 2016, we have been able to draw from our dedicated innovation centre, Centre Mondial de l'Innovation, whose teams and researchers develop the solutions and products of the future.

**Think different, farm better.**

If you want your next professional opportunity to be varied and challenging, in an environment that encourages autonomy and development from your own initiative, we invite you to take part in the growth of our dynamic international company.

**What we offer?**

- The opportunity to take ownership of a fundamental commercial project, all whilst operating within a global group structure.
- Operate within a crucial industry sector that we as a business have the prospect of leading change.
- A chance to work free from the usual corporate restrictions, with the ability to push the boundaries in what is possible in sales and commercial operations today.

**Experience & Qualifications**

- Bachelor's Degree or equivalent is highly desired
- Team management (recruitment, training, development, on-boarding and off-boarding)
- B2B sales and planning (developing local relationship and creating a trusted environment with our customers to achieve our joint objectives)
- Agricultural background is highly desired: keen understanding of local farming practices, industry practices and/or a passion for the industry we operate in

We are looking for someone to share and promote our company values. To maintain transparency across the team. To build an idea meritocracy. To think differently and push towards achieving our vision for a world leading, environmentally focussed agricultural industry in the UK

**Location**

The position is field-based, concentrating travel around the South West of England. Further travel around the UK is to be expected.

Successful candidates will be located within Cornwall, Devon, Dorset, Somerset or the Bristol area.



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