



JOB TITLE: Commercial Director

DIVISION: Sales

CONTRACT TYPE: Permanent

SALARY: Competitive Base Salary + Performance Bonus + Vehicle + Fuel Card

LOCATION: Head Office in Harpenden, 30 to 50% of travel in UK

ABOUT US

Involved in Plant and Animal Nutrition for over 60 years, the Groupe Roullier activities are organised into 4 divisions: Plant nutrition, Animal nutrition, Agri-food and Industrial solutions.

TIMAC AGRO, main subsidiary of the Groupe Roullier, has more than 5,700 talented people based in 39 countries across the globe, with a global turnover of €1.6BN. Visiting 20,000 farms/day worldwide, our aim is to provide to farmers and partners the best agronomic services. Think global, act local is key, and we always try to be close to our clients.

THE ROLE

The goal is to promote and expand the company's commercial activity that will generate revenues and lead to sustainable growth.

We are looking for a Commercial Director to add value to our growth activities by identifying new commercial opportunities and managing a team of sales managers and representatives. You will be someone with clear passion for the agricultural industry and with a demonstrable ability to develop new business and increase business profitability by building on existing relationships with distributors / merchant partners. You will keep abreast of trends and market conditions to provide strategic advice to upper management.

The ideal candidate will also be a creative strategist with excellent organizational abilities, an entrepreneurial mindset and great leadership skills.

RESPONSIBILITIES

- Support and manage the regional managers in building key distribution channels on a local, regional and national level for the business, enhancing its commercial development.
- Forecast, develop and implement commercial strategies (sales, KPI, products, marketing) according to company goals and objectives aiming to accelerate growth.
- Conduct market research and analysis to create detailed business plans on commercial opportunities (expansion, business development) in the agricultural industry in the UK.
- Engaging with potential partners and establishing needs whilst analysing competitor's activities and assessing opportunities for business development.
- Monitor performance of commercial activities using key metrics and prepare reports for senior management.
- Key responsibility for the overall country P&L.

ABOUT YOU

- Previous commercial success and quantifiable achievements as a commercial director, sales director or other relevant roles.
- Proven track experience in sales and team management (sales managers and representatives).

- B2B sales and planning experience in the agricultural industry along with an organised and strategic approach to business & sales development, i.e. building key strategic relationships in the UK.
- Excellent organizational and leadership skills.
- Able to demonstrate resilience as well as focus on positive outcomes; with the ability to inspire and drive forward a sales team both through your character and ability to measure, analyse and act on regional KPIs.
- Motivated to work with premium solutions offered by Timac Agro UK (e.g., whole farm approach, working with enhancing natural systems).
- Excellent written and spoken communication with the ability to effectively engage with different people at all levels.
- The ideal candidate will be from an agricultural background with a solid understanding of local Farming/ industry practices, and a passion for the industry we operate in.
- BSc/BA in agriculture and/or business administration, finance or relevant field; MSc/MA is a plus.
- A full, clean UK Driving License.

WHAT WE OFFER

- Competitive base salary + Bonus based on performance
- Vehicle + Fuel Card
- Laptop + tablet + phone
- 25 days annual leave + Bank Holidays
- Employer contribution, salary sacrifice pension scheme
- Lump sum of x3 basic salary death in service
- 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.

TO APPLY

Ready for an exciting challenge? We look forward to speaking with ambitious candidates passionate about sales and sustainable agriculture. Please send us your introductory letter and CV to careers@uk.timacagro.com by Monday, 14th September 2020.

For further enquiries please feel free to contact Zac Holliday on 01582 958445.

All applications for this position are reviewed on a rolling basis with interviews to be arranged as soon as possible. The vacancy will close as soon as the company identifies a suitable candidate.

Your Data

We will only keep and store your data that is essential to the application process. Timac Agro UK is registered with the Information Commissioners Office and we comply with all relevant data protection legislation. For the full policy details please visit the Data Protection Policy available on our website.