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Job Brief

Field Sales Executive

**Background**

Agritech is a family owned business established in 1977 operating in the animal feed sector. Based in Nenagh, Co.Tipperary we have established a reputation as one of Ireland’s leading manufacturers and suppliers of high quality, innovative, specialist nutritional and forage products. We have created and developed a number of well known brands in the agri-sector such as Welmin® mineral supplements, Tipperary Grass®, Sanitise® bedding conditioner and Vitalac® milk replacer. Our success in both the domestic Irish market and in selected international markets has been built on providing our customers with market leading and innovative products combined with our on-farm technical support and back up. We are an ambitious and growth oriented company looking to build on our success in Ireland and to expand and grow our business in international markets.

*Consequently, we now wish to invite applications for Field Sales Executive roles in our expanding sales team. This role will carry responsibility for direct sales to our farmer customers and delivery of aggressive growth targets and new customer acquisition in defined geographic territories on the island of Ireland. Focus will be on three primary areas for growth depending on the territory –*

1. *Management of existing customer base –(some territories will be new)*
2. *New customer acquisition*
3. *New product introductions*

*Reporting to one of our three Business Development Managers (or Sales Director), these roles will be based in different geographic locations on the island of Ireland and will require attendance at regular meetings at our head office in South Tipperary. The successful candidates will be key members of Agritech’s growing and dynamic sales organisation and will have opportunities to advance their career aligned to the successful growth of the company.*

**Primary Responsibilities for this Role will include:**

* Deliver sales revenue, volume and margin growth to agreed annual targets.
* Develop and implement a territory specific sales plan to deliver sales growth, acquire new customers and introduce new products.
* Establish, develop nad maintain strong relationships with current and prospective customers in the assigned territory to generate new business.
* Build and manage an on-going sales pipeline to ensure adequate sales opportunities to meet sales targets.
* Coordinate sales activities with marketing, sales management, accounting, logistics and technical colleagues in Agritech.
* Prepare monthly sales reports on sales activities, results, customer needs/issues, competitive activities and potential for new products/opportunities.
* In collaboration, with the Business Development Manager organise and participate in relevant marketing/promotional activity to reach existing/prospective new customers (ie farm meetings).
* Expedite the resolution of customer problems and complaints.
* Drive a culture of continuous improvement through meaningful engagement with customers, and colleagues to deliver outstanding results.
* Build and maintain effective working relationships with key stakeholders at all levels to ensure alignment with business goals and objectives.
* Contribute to the development and improvement of the sales team through attendance and participation at regular team meetings and sharing best practice.

**Candidates for this role should possess:**

* Minimum two years field sales experience selling directly to end-user customers.
* Sound sales management skills including prospecting new clients to fill the sales pipeline and a succesful track record in meeting sales targets.
* Excellent consultative selling skills to identify and match farmers’ needs to the Agritech products that provide the optimumm solution for the farmer.
* Ability to demonstrate the added value of Agritech’s products to existing and new customers and assist them in selecting those best suited to their needs.
* Be able to quickly acquire technical knowledge and willing to attend relevant courses to become technically proficient.
* Capability to build strong customer relations built on trust and integrity.
* Self-motivated individual with strong commercial awareness.
* Ability to prioritise key tasks and meet challenging deadlines and targets.
* High level of drive, energy and initiative.
* Very strong customer focus. Attention to detail and determination to close out issues to customer satisfaction.
* Proficient IT literacy skills (Word;PowerPoint;Excel)

This is an exceptional career development opportunity for the successful candidate with drive and ambition to contribute to the development of a small and specialized business entering a period of change and growth. If you feel that you have required levels of people and technical competencies for this role please forward a letter of application and a current CV to John Kenny [john@agritech.ie](mailto:john@agritech.ie) or 087 2534537