

Company	OMEX Agriculture Ltd.
Main Site	Home/ King's Lynn (covering the East Angla Region)
Job Title	Agronomist/ Technical Development Manager
Contract Terms	Full time, Permanent

OMEX

OMEX is the market leader in liquid fertilisers in the UK, manufacturing and exporting a unique range of plant nutrients and crop health promoters nationally and internationally. OMEX is an innovative and exciting place to work.

Overview of Role

This is a technical agronomy role focused on high value vegetable crops, potatoes, sugar beet, and combinable crops. The purpose of the role is twofold: a) to provide technical and agronomic advice to meet the needs of farm and distributor customers resulting in sales of foliar and speciality fertilisers; and b) to manage the technical development of new and existing products in the Speciality portfolio.

Key Responsibilities

1. Build a portfolio of key farm customers. Advise these customers on the optimum use of OMEX foliar and speciality fertilisers and bio stimulants to maximise their crop output, quality and return on investment. Ensure advice is supported by sales of OMEX products.
2. Develop close working relationships with distributor and independent agronomists. Support them on farm if required. Influence their decision-making process to promote the OMEX product range where technically appropriate.
3. Work closely with the R&D Manager, trials and commercial teams to identify and develop market gaps and opportunities for new product and service offerings based on sound technical evidence, including facilitating grower product performance trials, setting research priorities and taking a lead role in the R&D project management team.
4. Work closely with the Commercial Director, Sales Managers and the rest of the Speciality team to deliver the company's strategic objectives for the product group.
5. To prepare, agree and implement coherent technical development plans that will achieve sales goals and deliver exceptional customer results.
6. 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.
7. Develop technical expertise to the highest level in key crop sectors. Develop technical expertise in speciality product groups (e.g. plant health promoters).
8. To provide authoritative technical training, advice and support for distributor customers and independent agronomists as and when required.
9. To help provide the highest standards of customer and after sales service.
10. To attend conferences and exhibitions as appropriate.
11. To represent OMEX Agriculture in a highly professional manner always.

Qualification, Skills and Experience

- An Agricultural/ horticultural qualification – essential.
- BASIS and FACTS qualifications (or willing to achieve)- essential.
- Experience of advising and selling to growers- essential
- High technical understanding of crop products, crop nutrition and agronomic practices- essential

- Exposure to product development and managing trials programmes- desirable
- Passionate about sustainable crop production
- Strong people skills – ability to develop good relationships with customers/ colleagues.
- Self-reliant, disciplined and highly motivated
- Good organisation, planning and effective time management
- Full UK driving licence (travel to other OMEX sites may be required).

The post holder will need to support the OMEX team in excellence for the Vision strategy & Focus on the Values of the business (see below).

Vision Strategy	
Product Performance	Provide products that consistently meet / exceed expectations. Products that are reliable, efficient, accurate, easy to use and provide optimal nutrition to crops resulting in excellent crop yield, quality and sustainability.
Logistics	Maximum customer satisfaction achieved through efficient infrastructure, accurate demand forecasting, effective system management and cost optimisation.
Technical Support	Commercial teams possess a deep understanding of products and application to help farmers use fertilisers more efficiently, have effective communication skills, respond in a timely manner and have a customer centric approach.
Quality	Consistently high-quality standards achieved in operations through continual evaluation of processes and product formulations to eliminate problems.
Safety	Superior safety standards achieved through establishing a strong safety culture where employees recognize the importance of safety, feel confident in reporting hazards and have the necessary training to work safely.
People	An engaged, motivated and loyal workforce that are encouraged, empowered and given a work environment that provides opportunities to reach their full potential.

FOCUS on Values	
Fulfilment	<ul style="list-style-type: none"> • Happy • Motivated • Challenged • Rewarded • Developed • Appreciated
One-Team	<ul style="list-style-type: none"> • Communicate Well • Support Others • Align with decisions • Involve the right people
Collaborate	<ul style="list-style-type: none"> • Build partnerships based on trust and respect both internally and externally
Use a Strategic Mindset	<ul style="list-style-type: none"> • Maintain a long-term perspective • Innovate • Think Broadly • Be willing to change • Use data to drive decisions
Strong Execution	<ul style="list-style-type: none"> • Focus on priorities • Coordinate resources • Clear accountability • Work at the right pace • Don't cut corners