

Company	OMEX Agriculture Ltd.
Main Site	Home based, North of Scotland
Job Title	District Sales 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 exciting, forward thinking and innovative place to grow your career. They are on a journey to grow the business and are looking for a dedicated and enthusiastic District Sales Manager to join the team.

Overview of Role

This is a commercial sales role requiring technical understanding of crop nutrition. The successful candidate will manage existing and grow new business within the north of Scotland.

This role aims to further strengthen OMEX's position within the marketplace.

Key Responsibilities

1. To develop and execute a strategy to identify new accounts with the aim of securing new business to OMEX.
2. To build new relationships with key distributors and merchant contacts.
3. Maintain positive relationships with existing customers.
4. To provide technical advice and solutions to customer's needs.
5. To work with OMEX distribution to ensure excellent customer service.
6. To take responsibility for good credit control.
7. To attend conferences and exhibitions where necessary.

Qualifications, Skills and Experience

- Experience of working within the agriculture sector.
- Strong commercial awareness
- Good negotiation skills
- FACTS certification or willing to achieve.
- Full UK driving licence (travel to other OMEX sites may be required).
- 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