

Wheel and Applicator Technical Sales - Job Specification

Job Role:	Wheel and Applicator Technical Sales
Reporting to:	MD/Sales Manager
Working Hours:	8.00 am – 5.00 pm Monday to Friday with 1 hour for lunch. Additional hours may be required depending on business requirements.
Location:	Stocks Ag – Wisbech. Occasional travelling to Exhibitions as required.

Job Description:

Stocks seeks a self-motivated technical sales person to work at Wisbech, providing office-based sales support. The role involves selling wheels, tyres and applicators to end customers and distributors and processing orders through to completion. The successful applicant will work alongside and learn from the existing wheel and applicator technical sales specialists and field-based team.

Responsibilities:

- Sales to UK and Export customers on phone and email.
- Speaking to UK Ag dealers, tyre dealers, OEM and direct with farmers
- Supporting worldwide dealers and building ongoing relationships
- Providing technical information for wheels, tyres and applicators as required.
- Finalising product specifications and inputting orders as necessary.
- Processing Sales orders and tracking them through from production to invoicing.
- Organising Transport.
 - Dealing with shipping and local transport companies.
 - Liaising with customers in the UK and abroad via phone and email.
 - Producing commercial invoices and any export paperwork required.
- Dealing with Returns and Credits

Key Skills:

- Agricultural knowledge
- A strong technical understanding of agricultural machinery, wheels and tyres and agricultural practices.
- Microsoft Suite
- A professional and helpful attitude
- Good communication skills; articulate and able to communicate well with customers and colleagues
- Accuracy and attention to detail.
- Strong organisational skills.
- Ability to speak additional languages would be advantageous but not essential

What we offer

- Competitive remuneration package
- 25 days holiday + bank holidays
- Life assurance worth 2 x employees' annual salary
- Employees assistance program with a 24hr helpline for health and well-being, including access to free face-to-face counselling
- A dynamic exciting, and progressive working environment