

Applicator Technical Sales - Job Specification

Job Role:	Technical Sales (<i>Applicators & Seeders</i>)
Reporting to:	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 are looking for a self-motivated person with agricultural experience to join the office based sales team. The role will involve taking calls from farmers and agricultural dealers in the UK and overseas, advising on technical specifications and selling applicators & seeders. The job is based at the head office in Wisbech with occasional travel to customers and tradeshow.

Responsibilities:

- UK and Export Sales
- Dealing with sales enquiries as necessary for all applicators & seeders.
- Technical advice on phone and email
- Speaking to UK Ag dealers and direct with farmers
- Developing dealer and customer relationships
- Finalising product specifications and processing orders as necessary.
- Liaising with Field sales staff ahead of shows and taking responsibility for machine preparation for exhibitions.

Key Skills:

- A minimum of 3 years agricultural knowledge
- A strong technical understanding of agricultural machinery and agricultural practices.
- Microsoft Suite
- SAGE or other software experience
- 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.
- Additional languages an advantage but not critical

What we offer

- Competitive remuneration package
- 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