



Job Title:	UK Agri Sales Manager	Job Category:	Manager
Department/Group:	Galebreaker Agri Ltd	Reports to:	Galebreaker Board
Location:	Ledbury	Travel Required:	Frequent
Level/Salary Range:	Experience depending	Position Type:	Permanent/Full-time

JOB DESCRIPTION

ROLE RESPONSIBILITIES

- Manage the UK Agricultural and Industrial Sectors to deliver year on year profitable growth.
- To maintain and grow UK market share in both Agriculture and Industrial markets
- To manage UK sales team & UK Business development
- To review existing routes to market and product lines
- Review customer/ dealer growth strategies
- Report to Board on overall unit strategy including both organic and in-organic growth
- To build market influencer relationships
- Be the UK champion for the Galebreaker Brand
- UK Sales Financial Year Budgets and Forecasts

OPERATIONAL TASKS

- Part of the Galebreaker Senior Management Team
- Product line management
- Day to day line management of UK Sales Team
- Responsible for the appraisal and development of the UK Sales team
- Responsible for the setting and delivery of UK Sales Targets
- Liaise with Market Support Manager for business unit intelligence & Training opportunities
- Liaise with Marketpro for marketing activities
- Review shows and networking events to maximise opportunities and relationships

QUALIFICATIONS AND EXPERIENCE

- A Degree, or similar, or by experience.
- Minimum of 5 years' experience of Senior Sales Management in Agriculture.
- Dealer management experience
- A proven track record for profitable sales growth
- A proven track record for developing end user / dealer / key account relationships

ESSENTIAL SKILLS

- Senior management skills – coaching, supporting, directing and delegation
- Understanding of the agricultural sector
- Market and Customer knowledge
- A high level of commercial awareness
- Integrity
- Excellent communicator
- Responsive & thorough
- Decisive
- Advanced knowledge of Microsoft Office products
- Analytical
- Problem solver
- Highly driven
- Highly organised
- Relationship builder

APPLICATIONS

Please apply in writing to:

Jo Ellsum
Galebreaker Agri Limited
Galebreaker House, New Mills Industrial Estate
Ledbury, Herefordshire HR8 2SS

The closing date for applications is 10th September 2019.