

JOB ROLE PROFILE

Business Title:	William Thompsons (York) Ltd
Job Title:	Ruminant Sales Specialist
Reports to:	Head of Sales
Work Location:	Mobile
Hours of work:	40 per week
Job type:	Full Time, Permanent
Work Environment:	Agricultural & Industrial environments
Shift work:	No
Driving Licence:	Full UK Driving Licence

About Us

Founded in 1926, Thompsons of York produce and supply the highest quality animal feeds to British farmers. Our mill is fully accredited to the Universal Feed Assurance Scheme (UFAS), ensuring feed products match the demands of the major retailers. We have always taken pride in the quality, safe manufacture, handling and storage of our feeding stuffs. Our customers know and trust the Thompsons name and the food safety assurances that enable them to compete in their markets.

Job Purpose

To advise and sell the company's goods and services. To approach potential customers with the aim of winning new business, as well as maintaining good relationships with clients.

Job Tasks

In carrying out all of the tasks below, the post holder must ensure adherence to all Work Instructions relevant to the role.

- Service existing accounts, obtain orders and establish new accounts by planning and organising daily work schedules to call on existing and potential customers.
- Listening to customer requirements and presenting appropriately to make a sale.
- Recommend changes in products and services by evaluating results using costings and rationing software when and where required.
- Resolve customer complaints by investigating problems and developing solutions in line with company policy.
- Maintain professional and technical knowledge by attending and participating in sales meetings/workshops and sharing best practice with colleagues.

- Reviewing professional publications and establishing personal networks.
- Contribute to team effort by accomplishing results as needed.
- Participating in pricing meetings with a view to achieving required margins in line with company policy.
- Partaking in company promotions as and when required and feeding buying trends back to management.
- Constantly reviewing sales performance.
- Develop business plans in conjunction with management and develop an active database of potential and existing customers.
- Visiting and speaking customers on a timely basis in order to maintain contact over the long term to ensure high levels of customer satisfaction.
- Adhere to all company policies, business ethics and codes and make sure they are communicated and implemented within the team.
- To check with the Group Technical Manager or deputy for what action(s) are required for any feed safety incidents.

In addition to the above, the post holder will be expected to carry out any reasonable task which falls within the scope and purpose of the post.

Benefits

- Free onsite parking
- Employee discount
- Cycle to work scheme
- Company sick pay
- Company pension
- Company events
- Performance related annual bonus

If you think you have the skills and experience we are looking for, we would love to hear from you!

Here at the BATA Group equality, fairness and diversity are the foundation of our organisation. We are proud to be an equal opportunity employer who is fully committed to a policy of treating all its employees and job applicants equally. We value the differences that a diverse workforce brings to our organisation and encourage applications from everyone.

Due to the high number of applications if you have not heard from us within 14 days from submitting your application, please assume you have not been successful on this occasion.