



## **Job Specification – Agricultural Sales Consultant, Laurencekirk**

Due to retirement, we are recruiting an **Agricultural Sales Consultant** to focus on trading Animal Feeds and Straw within the newly expanded office at Laurencekirk.

### **About Ringlink Scotland**

This varied and challenging position will see you working for Scotland's largest rural business ring. Established in 1988 with a client base of over 3,000 members, our model provides a cost-effective platform for efficient member to member trading.

The co-operative business has seen significant growth, progressing from a company focusing entirely on agriculture into a diverse business which now includes haulage, construction, utilities, training and forestry together with a variety of other business activities.

The business's ethos is one of transparency and we embrace the core values of: Integrity, Teamwork; providing high levels of Customer Service along with a 'Can Do' spirit for our membership.

### **The job**

The role will involve working with agricultural businesses, negotiating requirements for the purchase, sale and distribution of animal feeds and straw nationwide.

You will work closely with the rest of the team and offer support as required.

### **Key responsibilities will include:**

- Responsible for the facilitating of sales and logistics of feed products.
- Liaise with members to determine current and future requirements.
- Assist with membership management, to ensure member satisfaction whilst increasing engagement and sourcing new members for the co-operative.
- Ensure financial targets and other agreed targets are met in all areas.
- Identify areas for development to boost company effectiveness.
- Administration duties will include recording enquiries and processing of members requests. Must be comfortable operating modern IT systems.

### **Our requirements:**

- The ideal candidate will have previous experience working in an agricultural commercial environment or possess practical agricultural knowledge.
- Harbour a keen interest and understanding of the agricultural commodities market, trends, and pricing.
- An effective communicator and real people person who is great at building relationships.

- Highly organised, adaptable and used to managing your own time and workload.
- Enthusiastic and a great team player – you'll be personally accountable for your own targets, so you need to be focused and comfortable working within a sales environment.
- An approachable manner and 'can do attitude'.
- HND/Degree level is desirable.
- Full Driving Licence and own transport.

**Location:** Laurencekirk, Kincardineshire (AB30 1EY)

**Job type:** Full Time, Permanent

**Benefits:** Competitive Salary, pension, life assurance, 28 holidays with incremental increases up to 32 days and paid birthday day off.

***Closing date: 26<sup>th</sup> November 2021***

**To apply:** Send your CV, covering letter and salary expectations to:  
[mark@ringlinkscotland.co.uk](mailto:mark@ringlinkscotland.co.uk)