Job Vacancy: Area Sales Manager

Are you passionate about agriculture and skilled in building lasting relationships? We're looking for a motivated and customer orientated Sales Manager to support farmers across West, Mid, and North Devon. In this vital role, you'll maintain and expand our customer base, ensuring farmers have the products and advice they need to thrive.

Perkins is a family-owned business that has proudly served the farming community since 1973. Based in Ottery St Mary, we offer a wide range of animal health, hygiene and agricultural products. As a proud franchisee member of Downland, we combine the strength of a national network with personal touch of a local business. With a reputation for reliability and flexibility, we are dedicated to supporting our farming customers.

What We Offer:

- Competitive base salary (£34K - £42K) with performance-based incentives and uncapped commission (OTE £50K)
- Company van with no benefit-in-kind tax charges.
- A supportive environment in a friendly, family-run business.
- Opportunities for growth with ongoing training and professional development.
- Be part of a well-established company with a strong reputation in the industry.
- Optional Smart Pension scheme with company contributions.
- Generous discounts on farm, pet, and small holder products in our retail store.

Key Responsibilities:

- Cultivate strong relationships with dairy, beef and sheep farmers in your territory.
- Promote and sell our diverse range of products, including animal health products and mineral supplements.
- Provide expert advice and support, addressing customer concerns and guiding them to the best solutions.
- Proactively, identify and develop new sales opportunities in your area.
- Stay informed on industry trends and maintain comprehensive product knowledge.

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Company Reg. No. 1112095

DOWNLAND®
Partners in Farming Health

- Represent Perkins at business meetings, training sessions and industry events (occasionally outside of regular hours)
- Deliver exceptional customer service consistently going above and beyond

Who we're looking for:

Transferable Skills:

- **Sales and Account Management:** Relationship building, customer service, negotiation, territory management and product knowledge.
- **Agricultural Science and Consultancy:** Knowledge of farm economics, advertising on best practises and problem-solving skills.
- **Supply Chain and Operations:** Logistics, procurement, inventory management and an understanding of agricultural supply chains.
- **Farming and Agricultural Experience:** Practical farming knowledge, understanding farmer's needs, livestock and land management, and effective time management.
- **Veterinary or Animal Health Sales:** Expertise in livestock health, disease prevention, animal welfare and product demonstrations.

Suitable backgrounds:

- **Sales and Account Management:** Sales representatives or managers, account managers, or business development professionals with experience managing client portfolios.
- **Agricultural Science and Consultancy:** Agronomists, artificial insemination specialists, farm advisors or agricultural scientists seeking to expand into a commercial role. Veterinarians or nutritionists with a strong understanding of livestock who wish to transition into a more business-focused role are also welcome.
- **Supply Chain and Operations:** Supply chain managers or procurement specialists, particularly those with experience in agricultural products, feed, or equipment. Operation managers from industries with the logistical or supply management components are also encouraged to apply.
- **Farming and Agricultural Experience:** Farmers or farm managers looking to transition to a role with regular hours that involves more external relationship management and sales, whilst leveraging their farming expertise.
- **Veterinary or Animal Health Sales:** Sales representatives or territory managers in animal health or veterinary product industries who have worked closely with farmers. Ideal candidates will have a combination of practical farm experience and commercial awareness.

Ready to make an impact? If you're excited about supporting farmers and driving sales in the agricultural sector, we'd love to hear from you! Join us at Perkins and become part of our dedicated team committed to making a difference in the farming community.

Working Hours
This is currently a full-time position of 40 hours per week, and the salary advertised is based on full-time hours.

For the right candidate, there is also the option to work part-time (3 days per week), making this role ideal for someone who would like to combine a career in agricultural sales with continuing some hands-on farming.

To apply, please get in contact via email or telephone to Marc & Ellen Perkins:

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