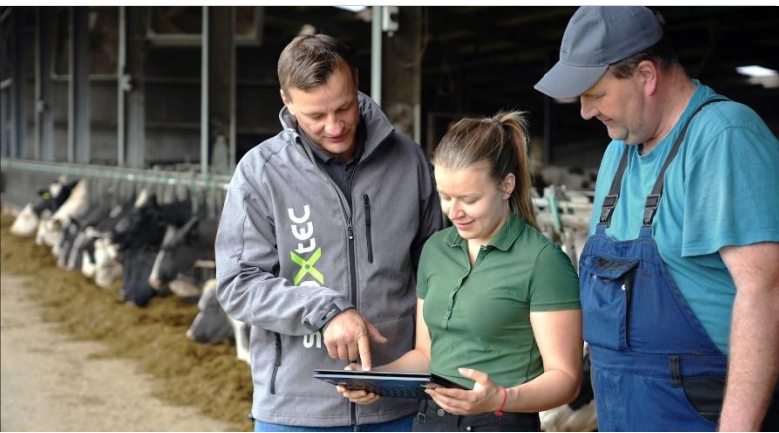




smaXtec develops and distributes a unique, innovative health management system for dairy cows and is now expanding the regional direct Sales Team! If you are passionate about Sales & shaping the future of agricultural technology, as well as working in a dynamic and growth-oriented organization, we look forward to receiving your application for the following position:

AREA SALES MANAGER SOUTH WEST ENGLAND

(IDEAL HOMEBASE: LOCATED ANYWHERE BETWEEN THE M4 & M5 CORRIDORS)

ROLE & RESPONSIBILITIES

- Proactively covering and growing your territory
- Identifying and acquiring new customers with your strong hunter mentality and closing skills
- Providing expert advice and support potential customers to understand their individual needs & challenges and offer suitable solutions
- Effectively using our CRM system to manage customer contacts, sales activities and market information
- Representing smaXtec at trade shows and customer events
- Working closely with other teams to ensure a seamless customer experience

REQUIREMENTS

- Proven track record in sales within the dairy sector or related industries as well as in-depth knowledge of the dairy farming sector & associated technologies
- Excellent interpersonal and consultative skills complement your ability to analyse customer needs and offer tailored solutions
- Strong organizational skills and the ability to effectively prioritize and manage time
- High self-motivation, energy, and perseverance to achieve or exceed your sales targets
- Your broad network in the dairy industry sees you as trusted and competent partner
- driving licence and motivation for sales in the field

OUR OFFER

- This role offers the opportunity to be part of a dedicated team committed to providing our customers with excellent service and innovative solutions.
- We offer a competitive and attractive salary and commission package, modern equipment (laptop, iPhone, branded clothing,...)
- As a team, we work together sustainably and with full commitment to improve herd health on dairy farms worldwide, while at the same time reducing labour and costs.
- You will receive a comprehensive Onboarding, the trainings you need to be successful and excel in your role.
- Check out what our convinced customers say about the smaXtec system: <https://smaxtec.com/en/our-testimonials/>