



## **Description**

### **The Company:**

Briggs Irrigation - The UK's leading Irrigation Machinery Manufacturer and supplier of equipment to customers both domestically and internationally. The company is very entrepreneurial and offers scope for a person with a 'can do attitude' to develop across a number of areas.

### **The products:**

Irrigation booms, hoses, motor pumps, underground and overground pipeline, Roto Rainer machines and pump units.

### **The Role: Technical Sales**

This Technical Sales vacancy is factory based in Corby, Northamptonshire. This position offers a great opportunity for an individual to be part of a very well respected and expanding market-leading company. The territory is the whole of the UK plus Southern Ireland – supported by the sales director and management team.

This role will involve selling a range of highly innovative and market leading irrigation equipment both directly to end customers and to a well-established dealer network. The role will also involve working alongside the company directors to help support them with their business growth. A real long-term opportunity for someone to make their mark!

### **Responsibilities:**

Generation of new sales opportunities anywhere in the UK and Southern Ireland.

Provide sales support to existing distributors.

Produce quotations for direct sales enquiries.

Manage own sales pipeline.

Produce factory build sheets for all machinery orders – technical acumen is important.

Liaise with accounts and admin team post sales closure to process order confirmations / invoices and ensure we receive prompt payment.

Liaise with sales, assembly and production managers to schedule factory operations.

Product presentations of features and benefits along with conducting practical training demonstrations.

Conduct dealer and operator installation training.

Communicate product improvements internally to design/production teams.

Conduct occasional demonstrations along with dealers, shows and events.

Resolve warranty issues.

Prepare reports and keep customer records.

Meet regular sales targets

Support marketing activities by attending trade shows, conferences and other marketing events.

Attend international trade shows as an exhibitor or visitor.

**Required Skills:**

Ideally a good knowledge of irrigation machinery and practices – particularly in our sector.

Ideally proven field sales experience in the agricultural machinery / irrigation sector.

Ideally a strong understanding of irrigation hydraulics and / or engineering background.

Strong IT skills – Excel / Word / Sage CRM / Sage 200 accounts – specific training for Sage CRM and Sage 200 will be given.

A good knowledge of agricultural & agricultural business's.

Ability to work on own initiative.

Ability to learn technical information and IT skills.

Ability to contribute to technical and marketing information.

Flexible, adaptable can-do attitude is essential.

Excellent communication skills and the ability to communicate at all levels.

Strong interpersonal skills.

Have a sound commercial awareness of the industry and dealerships.

Willingness to travel extensively throughout the UK and overseas as required.

Clean Driving Licence and Valid passport.

**The Package:**

£30,000 - £40,000 salary depending on experience, plus pension scheme, company vehicle and 20 Days Holiday per annum.

**Other Useful Skills**

Languages – Spanish, Portuguese, French or German.

Strong IT skills to help with internal IT issues.

Engineering design – ability to develop own ideas to an early prototype stage.

Project design for new irrigation systems.

Manufacturing experience in the agricultural machinery sector.