

MACHINERY SALESPERSON

Continued growth has opened an exciting opportunity to join Carr's Billington in becoming part of our Machinery Team at Stranraer. We are a leading supplier of agricultural products to farmers in the UK with a large footprint of Country Stores and Machinery Depots.

10/08/2022

**CARR'S
BILLINGTON**



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ABOUT US

Every day we provide rural and agricultural communities with the support they need to succeed. Whether they are after a healthier herd or flock, increased yields, faster growth rates, a decent return on their land or even just a helping hand. We have the people, products, and services to help our customers get from where they are now to where they want to be. This is why every role at Carr's Billington is hugely important to our shared success and why we welcome talent from across all different backgrounds. From the staff who run our stores and the mechanics who run our workshops, to the office-based support teams and our field-based product and sales managers. Everyone in our business should feel empowered and able to make a positive and valued contribution to what we do.



Mark Cole

Managing Director, Carr's Billington

STRATEGY

Our vision: Leading the industry into a sustainable future through people, products, and innovation.

Our mission: Working in partnership to deliver profitable solutions through long term relationships with agricultural and rural communities.

Values:

- Integrity
- Quality
- Respect
- Trust

JOB DESCRIPTION

Responsible to: General Manager

Department: Machinery sales

Location: Stranraer

Term: Full Time (Permanent)

Salary: Competitive

Hours: 40 Hours per week

The Job

To develop machinery sales in our machinery depot based at Stranraer. You will work with brands including Massey Ferguson, Krone, Weidemann, & many more other leading names to offer customers a first-class service in supplying machinery & equipment.

You will develop long term relationships with customers through on farm visits & by utilising all types of communication.

Using tools such as CRM and a knowledge of potential customer requirements, you will work with attention to detail and go the extra mile to provide win win solutions for our customers & our business.

Qualities

Knowledge of the Agricultural Industry and Machinery in general would be advantageous. A positive attitude, resourceful nature and willingness to learn coupled with a desire to forge a long-term career within a large and well-respected employer is a must!

Full training & support will be provided both in house and with our range of suppliers. We welcome applications from people established in the industry but equally encourage applications from people looking to get a start in the machinery sales role who have a thirst to put in hard work to succeed.

Hours of Work

Monday to Friday 8.00am to 5pm with some overtime required subject to business needs and seasonal demands including Saturday mornings.

Attitude and Behaviours

Teamwork

- Consistently overachieves personal targets and consistently encourages team members to overachieve
- Supports team members to build a cooperative and willing team environment

Customer Focus

- Understands and deals effectively with both internal and external customers and continually strives to improve relations
- Consistently exceeds customers' expectations

Results Orientation

- Identifies opportunities to increase profits
- Seeks feedback to improve performance and learn new ways to achieve better results
- Understands the financial impact of proposed activities
- Fully understands how the business monitors its performance against targets
- Works to complete larger tasks on time and follows up on results

Technical & Professional Expertise

- To ensure that all policies and procedures in respect of Security and Health & Safety are adhered to, in order to provide a safe and secure environment for self, colleagues and customers.
- Must hold a full UK driving license.

BENEFITS

As part of Carr's Group we offer a range of employee benefits, the benefits included with this role are:

- Attractive Salary package, further negotiable depending on experience, with overtime available.
- The opportunity to work supporting the industry's leading machinery brands within a large, ambitious, and well-established company.
- Full company uniform provision including work boots and clothing.

Your Health

Health Assured: Access to an Employee Assistance Programme which offers Counselling and Health and wellbeing advice.

Sick Pay: 6 weeks at full salary in any rolling 12-month period (including SSP), increasing to 12 weeks after 5 years of employment.

Your Lifestyle

Staff Discount: Company account available giving staff discount on our range of products and tools.

Tech Scheme: A tax efficient way to pay for the latest technology.

Cycle Scheme: A tax efficient way to pay for a new bicycle.

Annual Leave: 25 days holiday per year, plus bank holidays.

Your Future

Development: Opportunities to progress your career path and development provided including regular training opportunities offered both internally and externally.

Pension Scheme: Entry into the company pension scheme.

HOW TO APPLY

To get started with this exciting career, please send an up to date CV to: john.jamieson@carrs-billington.com or if you have any questions please email us and we'll be happy to help.

The closing date for applications is midnight on **29/08/2022**.

