



Sales & Marketing Manager (UK & Ireland)

Are you conscientious, motivated and with common sense. Keen to work in a unique growth industry?

If yes, we want to hear from you!!

The Role:

An exciting opportunity has arisen for an individual with experience in Animal Agriculture to develop our ID products throughout the UK and Ireland as part of an Animal Management System.

This is a truly unique opportunity for an action orientated, well educated and numerate individual that has a proven track record and is able to think strategically to develop new markets and identify new opportunities.

The role will involve taking responsibility for a pre-existing network of Distributors and end users through our key corporate centre in Henley-on-Thames. You will use our extensive database to further develop sales and grow market share so a strong track record of success and personal gravitas are important.

Absolute fluency in English is required, an additional European language such as French, Dutch, German or Spanish is useful. This role offers fantastic opportunity to utilise your skill set and make a real contribution to the future success and direction of our business.

Your Responsibilities:

You will be a dynamic Sales Manager with a minimum of 5 years experience. Working with counterparts from our strategic partners you will be self managing working from our base in Henley-on-Thames with a medium level of travel required.

You will be highly organised and able to create cost effective strategies for business success. In return the company will offer a competitive salary, health, benefits and OTE bonus package.

Essential Criteria:

You will possess Market and Industry knowledge, an understanding of animal agriculture, with the ability to fully comprehend the commercial and operational environments of customers/clients.

A competent operator of Outlook, Word, Excel and Powerpoint. New business enquiry project management and the ability to competently complete the tasks of financial analysis of costs and revenues, quotation proposals and contractual agreements is essential.

Desired Criteria:

An understanding and experience of Animal ID and Animal Performance Systems.

Specific distribution profiling and analysis of historic actual data with relevant CRM software would be extremely advantageous.

Team:

The continuing desire to maintain our competitive edge brings with it the need to constantly support, coach and develop our people. Your regular performance reviews combined with ongoing training and the desire to promote internally will offer career solutions to our ambitious sales staff.

We do our utmost to ensure that working at Daltons is as rewarding as it is enjoyable and challenging. As such, you will manage your team and benefits package including all the elements you'd expect from a successful business including OTE, health insurance.

Our Company:

Dalton was established in 1947 and is one of the world's leading manufacturers of animal identification solutions. We produce products to assist traceability, disease control and animal welfare.

Entering into an era of RFID (Radio Frequency Identification) the company is set for global expansion based upon its unique range of products now available following 10 years of R&D. We operate in over 40 countries around the world through wholly owned subsidiaries and licensed distributors. (see www.daltonid.com)

In an ongoing commitment to being an employer of choice, we are committed to employing and developing talented and creative people who thrive on working in a challenging and fast paced environment.

Additional Information

Location:	UK – Henley-on-Thames
Status:	Full Time, Permanent
Reference Code:	55746123/4
Career Level:	Senior manager
Education Level:	Professional Degree
Job Category:	Sales & Marketing
Salary:	£26,000 – £55,000 per year (Gross) OTE Subject to skills and experience

Contact Information

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