

BUSINESS DEVELOPMENT EXECUTIVE

Position: Business Development Executive

Location: Stockport, United Kingdom

Role type: Full-time, Permanent

Salary: Competitive Salary - negotiable, dependent on experience

Package: Company pension, Health Package, Commission scheme and generous bonus structure

About Us:

Ascot Pro-G Ltd is a UK-based, privately owned company specialising in the manufacture of formulated pesticide products for sale and distribution in worldwide agricultural, public health and animal health markets. Ascot Pro-G Ltd was formed in 2016 to take over the agrochemical business activities of Ascot International Ltd.

Our mission is to protect the health of crops and people worldwide by providing quality agrochemical products in a sustainable manner. This mission is underpinned by our core values of honesty, reliability, flexibility, capability and most importantly quality.

We are a leading worldwide generic pesticide supplier, offering UK manufactured products. We pride ourselves on our flexibility and can offer a wide range of formulation types, as well as low minimum order quantities. We are proud to offer bespoke formulations to suit your market requirements, all manufactured to the highest quality standards. With over 35 years of experience between them, our team can offer a vast amount of industry, product and market knowledge. Our team can speak multiple languages, allowing us to connect with customers worldwide. Our dynamic in-house regulatory team can offer you full registration support along with data to comply with most regulatory authorities worldwide.

Your Role

Key Responsibilities Include

- Establish network of Ascot Pro-G across manufacturers, distributors, producers, and researchers within the Agrochemical industry.
- Identify potential business from knowledge on prevailing industry trends, market activities, and competitor's activities.
- Sales and marketing for assigned territory.

We believe the information herein to be reliable, no warranty, express or implied, is made as to its accuracy or completeness and none is made as to the fitness of this material for any purpose. Ascot International shall not be liable for damages to person or property resulting from its use. Certified that the supplies detailed hereon are covered by the sources Certificate of Conformity or Test Certificate referenced hereon and have been subjected to our ISO 9001:2015 Procurement Certification.

Company Number: 10119714 **VAT Number:** 238521410



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UK

- Develop sales for the Fertilizer, Biological & Pesticide portfolio.
- Product development Support growers on the technical side.
- Product Development & Product launches.
- Long term planning as well as implementation of the strategy.
- Maintain customer relations and find new clients across UK.
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About You

- Agribusiness experience.
- Bachelor's degree in Agricultural Sciences, Agronomy, or related.
- Analysis & Prospecting skills.
- Excellent negotiation skills.
- Target driven, highly creative, highly motivated for sales, and independent worker.
- Planning skills, outstanding communication and interpersonal abilities, and good understanding of whole business process and strategy.
- Knowledge of MS Office, databases, and information systems.
- Reporting skills to higher management.
- Knowledge of other languages is not mandatory, but a plus.

What We Offer

- The opportunity to be part of an organisation that has been constantly growing since its establishment.
 - On the job, training and access to resources so you can work to be recognised internally and externally.
 - Competitive salary, negotiable dependant on experience
 - Company pension
 - Health package
 - Commission scheme and attractive bonus structure
- **Salary:** TBC
 - **Closing date:** 17th September 2021

For Information or Applying

For additional information or for applying to this vacancy, please send your CV and a cover letter to hr@ascot1.com

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