

## BUSINESS DEVELOPMENT MANAGER

**Position:** Business Development Manager

**Location:** Stockport, United Kingdom

**Role type:** Full-time, Permanent

### 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.

### Job description:

#### Business Development

- Responsible for establishing and maintaining excellent working relationships with new and existing clients
- Identifying business opportunities by determining prospects (from territories and potential customer) and evaluating their position in the industry
- Research and analyse sales opportunities
- Identify potential business from knowledge on prevailing industry trends, market activities and competitor activities
- Developing opportunities and conversion into sales by establishing contact and developing relationships with prospective customers

*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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@AscotProG



/AscotProG



- Work closely with current and prospective customers to understand business needs and recommend continuous improvement and innovation plans that will maintain and grow sales.
- Nurturing and building long term customer relationships that encourage partner level collaboration to ensure future revenue growth.
- Identify areas of business growth out of customer needs by matching customer requirements with available products
- Coordinate with different departments to promote and support sales
- Maintain proactive approach in the research to establish new target markets & business streams

## Management

- Lead the creation, improvement and implementation of innovative sales & business growth strategies.
- Research analysis of the markets, trends and competition
- Work closely with technical staff to develop growth strategies
- Research and evaluate market pricing and competition, monitoring new products and processes.
- Develop annual sales budgets in consultation with the Managing Director
- Work closely with management team to achieve business targets of the company

## Training and Development

- Coach and train new staff members through induction and on-boarding process as per company procedures
- Identify and follow up opportunities for growth
- Develop and maintain up-to-date product knowledge

## Person specification

- We are looking for someone who has proactive approach and who can work both independently and as a team member.
- Educated to Master's degree level
- Proven sales and business development experience alongside excellent overall business acumen
- Minimum 5 years' experience in the agrochemical industry
- Experience in overseas agrochemical industry – in particular with experience in dealing with Eastern European, MENA (Middle East & North Africa), and Far East Asian markets





# ascot Pro-G

**Ascot Pro-G Limited**  
**Ascot House**  
**Welcroft Street**  
**Stockport, Cheshire**  
**SK1 3DF**  
**UK**

- Experience in UK agrochemical industry would be advantageous.
- Skilled in languages associated with above markets.
- Minimum 3 years management level experience
- Experience in dealing with supply chain activities related to supply of necessary products to meet the ever-changing levels of product requirement in accordance with customer sales forecasts and company targets.
- Experience in collaborating with company departments handling all aspects of agrochemical business such as Sales, Regulatory Affairs, R&D, Quality Assurance, Operations & Logistics, and Customer Service.
- Experience in developing business for short, medium and long-term strategies, to deliver optimum results in terms of profitability long with maximisation of customer satisfaction
- Experience in operating business development activities alongside sales account management, where new business opportunities can be created whilst at the same time maintaining and developing existing business.
- Experience in reacting and responding to the different needs of requirements from customers in different geographical regions
- Experience in negotiating terms of sales agreements and contracts to ensure all sales and marketing activities are carried out within agreed budgets, volumes, sales values, and time scales. Alongside this, experience in determining and monitoring Key Performance Indicators (KPI's) for customers to ensure their optimum performance via high level account management.
- Experience in frequent travelling to meet existing and potential customers in the stated overseas markets
- Experience in providing feedback of relevant information to senior management via continuous reviewing of customer performance
- Experience in working closely with senior management to ensure on-track achievement of pre-determined business targets
- Excellent oral and written communication skills
- Excellent presentation skills

**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](mailto:hr@ascot1.com)

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