

Jobs in Agriculture™

Powered by **FarmersGuardian**

DAIRY WORK WANTED

Experienced herdsperson looking for work in the Lancashire/Cumbria areas, would suit someone who is semi retiring and may look at renting in the near future.

Over 30 years experience.

**Call Paul for more information
01387 840176**



Agriconnect™
part of the Arc network

LATEST VACANCY

Business Development Executive (Digital)

Reporting to: Group Head of Media Sales | Location: Preston/Hybrid

Hours: 35 hours (full-time)

The role:

Farmers Guardian is looking for an experienced digital sales professional to identify new opportunities and influence companies' media buying habits, with a focus on their digital media advertising and marketing spend. Due to the ever-changing nature of the industry, you'll be expected to spot new revenue-generating opportunities and exploit market trends in order to exceed revenue targets.

The main function of the role is to grow digital revenues, broadening the client base whilst providing world-class service to existing clients.

Duties and responsibilities:

- Business development: Identify and pursue new sales opportunities to expand your portfolio and drive revenue growth with both agencies and direct clients.
- Account management: Proactively manage and nurture existing accounts, ensuring high-quality service, timely solutions and strong, long-term relationships.
- Revenue growth: Consistently meet and exceed sales targets, demonstrating YoY growth.
- Client engagement: Act as the primary point of contact for digital clients, leveraging strong presentation skills and relationship-building.
- Collaboration: Work closely with internal teams including marketing, content solutions and operations to execute successful campaigns across web, video, podcast, socials and events.
- Reporting: Manage an up-to-date sales pipeline, tracking progress and providing accurate business forecasts to management.

About you

Experience: Minimum of 3+ years in digital media sales. An understanding of the agricultural sector is desirable but not essential.

Agency expertise: Strong portfolio of UK media agency accounts and prospective clients, with a proven track record of business growth.

Proactive & driven: A target-driven strategic thinker who thrives on selling, networking and securing new business opportunities.

Strong communication skills: A trusted partner to clients, able to deliver clear, compelling solutions that address their business needs, with the ability to present and negotiate at all levels.

Organised & detail-orientated: Effectively manage your pipeline, track progress, and provide accurate forecasting to achieve business goals.

For more information or to apply, please go to:

agriconnect.bamboohr.com/careers/71