

### 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.

#### We offer an excellent package including:

- 25 days holiday increasing to 27 after two years (pro rata'd)
- An extra day off on your birthday
- Matched pension contribution up to 6%
- Employee Life assurance - x4 of basic salary
- Employee assistance programme
- Long service awards and employee of the month
- Employee discount scheme
- Employee referral scheme
- Exceptional career progression. We are ever-evolving, if you work hard and do well - with our help and support there are no limits to your speed of progress

#### About us

Agriconnect is the largest multi-platform agricultural information business in the UK. Our brands reach deeply into all the major agricultural sectors – arable, dairy, livestock, agricultural machinery, finance, and equipment. We take a farmer-centric approach to media.

We strive to create a culture that is open and respectful, where differences are valued and celebrated. We want everyone to be able to reach their full potential, so we are committed to cultivating a company that promotes inclusion and belonging.

**For more information or to apply, head to:**  
[agriconnect.bamboohr.com/careers/71](https://agriconnect.bamboohr.com/careers/71)

## Jobs in Agriculture™

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### The Cowhill Trust Estate

#### DAIRY FARM MANAGER:

- Location: Dumfries, South West, Scotland
- Salary: Competitive based on experience
- Benefits: Works Vehicle, Private Health Cover, Pension
- Accommodation: On Farm
- Contract Type: Permanent
- Start Date: Flexible start date considered

The Cowhill Estate offers an excellent opportunity for an experienced farm manager or someone looking to take the next step in his or her career, to join us as a key member of the team.

#### About The Farm

This 500 acre farm is part of a large estate, with a stand-alone 350 cow Jersey herd currently milking twice a day.

The farm also grows some arable crops and is managed into the feeding regime.

#### Experience Required

The successful candidate will be responsible for the day to day running of the farm, overseeing all aspects of the business. Experience in herd management is essential as are grass and arable management skills. In addition maintaining cattle records and cross compliance form an essential part of the role. We are looking for someone to produce excellent results whilst enhancing the farmed environment.

To apply please email your cv and covering letter to **Jane Black** at [cowhillfarms@hotmail.com](mailto:cowhillfarms@hotmail.com)

To find out more about the role, please contact **Davidson Thorburn** on 07790 482798

**Closing date for applications 25th June 2025**

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## WE'RE HIRING FEED AREA SALES REPRESENTATIVES ALL REGIONS

Have you got what it takes to develop, grow and maximise profitable sales of ruminant feed and retail products to customers and prospects within an agreed sales territory?

#### Desirable Skills:

- Experience of driving growth in sales
- Ability to analyse data, identify trends and make informed decisions
- Strong problem-solving skills and ability to make decisions under pressure
- Experience of managing a sales ledger through the use of a CRM system
- AMTRA SQP and/or FAR qualification
- Agricultural experience
- IT skills, including use of Microsoft Office Suite

Please forward CV's and covering email/letter to [catherine.parker@carrs-billington.com](mailto:catherine.parker@carrs-billington.com)

We also have other roles available across all of our Divisions and locations, please take a look at our website or scan the QR code:

[www.carrs-billington.com/jobs](https://www.carrs-billington.com/jobs)

