



## 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.

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

A large, busy indoor livestock market with many sheep and people. The Ashford Livestock Market logo is overlaid in red and white.

**Ashford**  
LIVESTOCK MARKET

## Career Opportunity Senior Auctioneer

*A incredible opportunity  
to join the team at one of the  
UK's largest livestock markets*

**Rostrum and management  
experience preferred**

**Flexibility to be a Full or Part Time Role  
Package adapted to suit individual  
candidates**

Please apply with CV to  
John Rossiter, Hobbs Parker Auctioneers LLP,  
Romney House, Monument Way, Ashford, Kent, TN24 0HB or  
[john.rossiter@hobbsparker.co.uk](mailto:john.rossiter@hobbsparker.co.uk)  
*All enquiries will be discussed in complete confidence*