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LATEST VACANCY

Business Development Executive (Digital)

Reporting to: Group Head of Media Sales | Location: Preston/Hybrid Hours: 35 hours (full-time)

The role:

Agriconnect"

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

AHDB is recruiting for a new CEO

The Agriculture and Horticulture Development Board (AHDB) is seeking an inspirational Chief Executive Officer (CEO) to lead the organisation at a pivotal time for the industry, working with levy payers and other stakeholders to deliver a sustainable and profitable future.

AHDB, based in Coventry, is a statutory levy board that provides a wide range of services to the Beef & Lamb, Cereals & Oilseeds, Dairy, and Pork sectors. As CEO, you will play a central role in strengthening resilience, driving sustainability and unlocking prosperity for farmers, growers and the wider food and farming sector.

For further information or to apply for this vacancy, visit ahdb.org.uk/careers The closing date for applications is 13 July 2025

AHDB is committed to providing equal opportunities for all and creating an inclusive workplace. © Agriculture and Horticulture Development Board 2025. All rights reserved.

Catchment Advisor

Who are we:

United Utilities' (UU) purpose is to deliver great water for a stronger, greener and healthier North West of England. We are committed to providing Join the forward-thinking team our services in a way that respects the environment, supports the economy, and benefits society.

We value diversity, inclusion and innovation in our workplace, and we foster a culture where our people can grow, excel, and be themselves.

Job Purpose:

To manage, deliver, monitor and report on catchment-specific advice and projects to those active on UU's drinking water catchments to improve and protect raw water quality and quantity • Valid driving licence is required

The principal water quality parameters of concern include nutrients, pesticides, colour, algae, solvents and turbidity. dedicated to developing sustainable and innovative solutions for agricultural practices.

for both ground and surface waters.

Benefit from opportunities for professional development and career advancement within a supportive and dynamic work environmen

What do you need:

• Further education qualification in Agriculture, Land and Water management or Environmental Science

Want to find out more – go to our website: **D**United www.unitedutilities.com/corporate/careers/details Utilities /?jobId=338271&jobTitle=Catchment+Advisor Water for the North West

Gisburn **Auction Marts**

Gisburn Auction Marts Ltd is ready to hire. An experienced, motivated and ambitious Livestock Auctioneer, to join their already competitive team, and a driven and sales focused Part Time Auctioneer or Trainee Auctioneer to compliment the business growth of recent years. Further job specification available on our website, on the LAA website or can be returned to you by email. You will be rewarded with a good salary, and further

onuses and/or allowances on discussion

All applications in strictest confidence to g.bouldegisburnauctions.com Or for a confidential chat in the first instance 07743966501

Situations Wanted

AIRY WORK WA

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

AUCTIONEER PART TIME AUCTIONEER

