

Jobs in Agriculture™

Powered by **FarmersGuardian**



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.

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



H&H Group PLC

Livestock Operations Manager Competitive Salary | Location: Carlisle

Harrison & Hetherington is the UK's largest and most progressive livestock auction business, operating seven markets across Northern England and Southern Scotland. We are seeking a capable and hands-on Livestock Operations Manager to lead the yard team at our flagship site, Borderway Mart in Carlisle. This is a critical leadership role that underpins the smooth functioning of one of the busiest livestock centres in the country.

Reporting directly to the Managing Director, you will be responsible for the operational delivery and overall performance of the Borderway site. This is a role for someone who thrives in a fast-paced agricultural environment and is passionate about delivering high standards of animal welfare, health and safety, and customer service. You will oversee every aspect of yard activity, ensuring seamless coordination of livestock movement and sale-day operations, while acting as a visible and respected leader among staff and stakeholders alike.

At the heart of your role will be people and livestock. You will lead, motivate and manage the yard team, allocating tasks, maintaining performance, and promoting a high-functioning team environment. You will work closely with auctioneers, customers and external partners to ensure that livestock are received, penned, moved and loaded in a safe, efficient and welfare-compliant manner. Whether it's solving an operational issue, resolving a customer query or supporting your team on the ground, your approach will be proactive, organised, and customer-focused.

You will also be responsible for ensuring that all market activity meets the highest standards of compliance. This includes overseeing adherence to animal welfare and environmental regulations, and ensuring that H&H's robust health and safety policies are fully implemented across the site. Your oversight will extend to supporting off-site sales and assisting satellite locations when required, as well as working with the Facilities Manager on the maintenance of market infrastructure and company-owned land.

The ideal candidate will bring a strong understanding of livestock handling and market operations, coupled with proven experience in team leadership. You should be a natural organiser, someone with the energy and confidence to coordinate complex sale days, liaise with multiple internal and external stakeholders, and respond swiftly to changing demands. A sound working knowledge of health and safety and a commitment to best practice in animal welfare are essential.

This is a pivotal opportunity for someone looking to take the next step in their agricultural career within a well-established, forward-thinking business. In return, H&H offers a competitive salary commensurate with experience, company pension, ongoing training and development, private healthcare, income protection, free parking, and a range of employee benefits

**For a confidential discussion about the role, please contact
Nigel Fortnum or Katherine Price on 0141 212 7555 or
at enquiries@aspenpeople.co.uk**

Closing date for applications: 18th June 2025

GENERAL FARM WORKER AND STOCKPERSON REQUIRED FOR MIXED FARMING ENTERPRISE

Based in Mid Norfolk. Accommodation available.

Please send CV and references to Will@wmagri.co.uk

NO AGENCIES PLEASE



Farm Manager

Area: Isle of Islay, Argyll and Bute | Salary: £44,135.00 - £47,178.00 Per Annum

We are looking for a robust and competent individual for the challenging role of Farm Manager on our Oa Reserve on the Hebridean Island of Islay. Reporting to the Senior Farms Manager, and assisted by a stockperson, you will be responsible for:

- 40 Highland cows crossed to a Whitebred Shorthorn bull,
- 80 Highland cows bred to Charolais bulls, and
- 400 NCC hill Cheviot ewes.

This is no ordinary farm job. You will be working closely with the site's conservation team to deliver against the outcomes in the five-year management plan - and expected to contribute to the annual and ongoing reviews of that, as well as the redrafting when that falls due. You will be an important part of the wider Argyll, Arran & Ardnamurchan team.

For more information or to apply, head to JobsInAgriculture.com