



Agricultural Sales Account Executive– HRN Tractors

At HRN Tractors, is a market leading supplier we're entering an ambitious and exciting phase of growth within Scotland's Agriculture and Construction sectors. As part of this expansion an experienced and knowledgeable Sales Account Executive to join our growing team.

Who We're Looking For

We want someone that is passionate about sales, knows how to build relationships with farmers and has a keen interest or currently works in the agricultural sector. In return, we will offer you long term career development and progression as well as the opportunity of working in a fast-paced, varied and versatile position. Under new senior management in the company, you will be challenged and targeted to reach the full potential HRN has in the agricultural marketplace.

Role & Responsibilities

You'll be responsible for managing and expanding our agricultural sector client base. This position will involve travelling to clients in remote areas to sell new and used agricultural equipment, conducting product demonstrations as well as building key relationships with the surrounding farmers within your territory.

The ideal candidate must be enthusiastic and passionate about the products they are selling and must have previous sales and/or agriculture experience. Experience in agriculture sales is preferred but not essential.

You will be responsible for Perthshire and surrounding area.

Key responsibilities include:

- Building and maintaining strong relationships with clients to understand their needs and offer tailored solutions.
- Conducting market research to identify sales opportunities and stay informed on industry trends.
- Delivering engaging sales presentations to prospective clients.
- Meeting or exceeding sales targets and providing regular performance reports.

What We Offer

- A competitive salary with uncapped commission (package negotiable based on experience).
- Company car.
- Company pension.
- Laptop and mobile phone.
- Company events including experience in working shows.
- Monthly and quarterly depot and sales incentive awards.
- 29 days of annual leave, including Bank holidays.

What You'll Need

- Sales experience.
- Strong communication and interpersonal skills.
- Ability to build and maintain client relationships.
- Understanding of market trends and competitive landscape.
- Ability to work independently and within a team.
- Full, clean UK driving licence.
- Ability to tow trailers (not essential training provided).

If you're ready to be part of a growing and dynamic team, we'd love to hear from you!

How to Apply

To apply, please submit a copy of your CV stating the role you are interested in, to:
careers@hrntractors.com