



## SALES CONSULTANT NORTHERN IRELAND (all genders)

smaXtec's HEALTH MONITORING system takes dairy farming to the next level! Through the EARLY DETECTION of diseases indicated by the real time data measured inside the cow we help farmers to reduce costs and workload, to keep the health status and milk yield stable as well as to manage reproduction accurately.

Due to expansion and accelerated growth smaXtec is looking for a DAIRY HEALTH CONSULTANT who is ready to hit the ground running and to drive the growth of our business.

### THE ROLE

- winning new smaXtec customers with your convincing personality and your enthusiasm for innovative technologies in agriculture
- creating visions in the customers' minds and discovering added value for the farmers
- building long-term customer relationships and identifying upselling potential
- representation of smaXtec at customer events and trade fairs
- efficient customer management by using our CRM system

### YOUR PROFILE

- you are a "cow person" that speaks the language of farmers and you bring a passion for sales, including cold calling as well a strong will to close deals
- you bring practical experience on farms and proven record in agricultural sales
- you know how to ask the right questions at the right time and identify the real customer needs
- you are proactive and organised, with a hands-on mentality
- using the computer is self-evident to you (esp. CRM)
- willingness to travel within your sales area

### OUR OFFER

- As a team, we work together sustainably and with full commitment to increase herd health on dairy farms and at the same time to reduce the workload and costs for farmers.
- attractive salary & commission package, company car and state-of-the-art equipment (laptop and iphone)
- flexible work schedule and possibility to plan your work independently
- comprehensive onboarding, training, further education and product training
- Check out what our customers say about the smaXtec system: <https://smaxtec.com/en/our-testimonials/>

