



## North Wales/Shropshire Representative

Job title	North Wales/Shropshire Representative
Department	Sales
Job type	Full-time
Location	Home Bases, access to Edinburgh office.
Responsible to	Head of Sales
Job description date	July 2024

## North Wales/Shropshire Representative

Transforming the Future of Farming

Join the iLivestock Team as our North Wales/Shropshire Sales Representative

Are you passionate about farming and technology?

We are seeking a talented and motivated Sales Person to join our engaging team. You'll play a key role in promoting, demonstrating and selling the iLivestock solutions to farmers in your area and supporting colleagues from time to time throughout the UK.

This is an exciting opportunity to join a new sales team, being built to deliver excellence in livestock management via our iLivestock platform and to offer customer success in supporting our customer as they adapt to our software & hardware solutions.

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## About iLivestock

iLivestock offers software and hardware solutions for sheep and beef cattle farmers to manage their flocks and herds using a smartphone or tablet. Its technology, all developed and tested in the UK, simplifies farm compliance and animal record keeping, removes cost barriers to effective livestock management, and allows data-capture to fit seamlessly into farming routines.

The iLivestock team worked with farmers worldwide for over ten years to understand on-farm challenges. The company developed solutions tailored to the needs of livestock farmers, making it effortless, straightforward, and cost-effective to gather data on the farm.

With its affordable farm technology - which can be customised to meet the specific requirements of any sheep and cattle farmer and seamlessly scale up as their business grows - iLivestock empowers farmers to make better-informed decisions that boost their profitability, productivity, and environmental sustainability.

## Key responsibilities

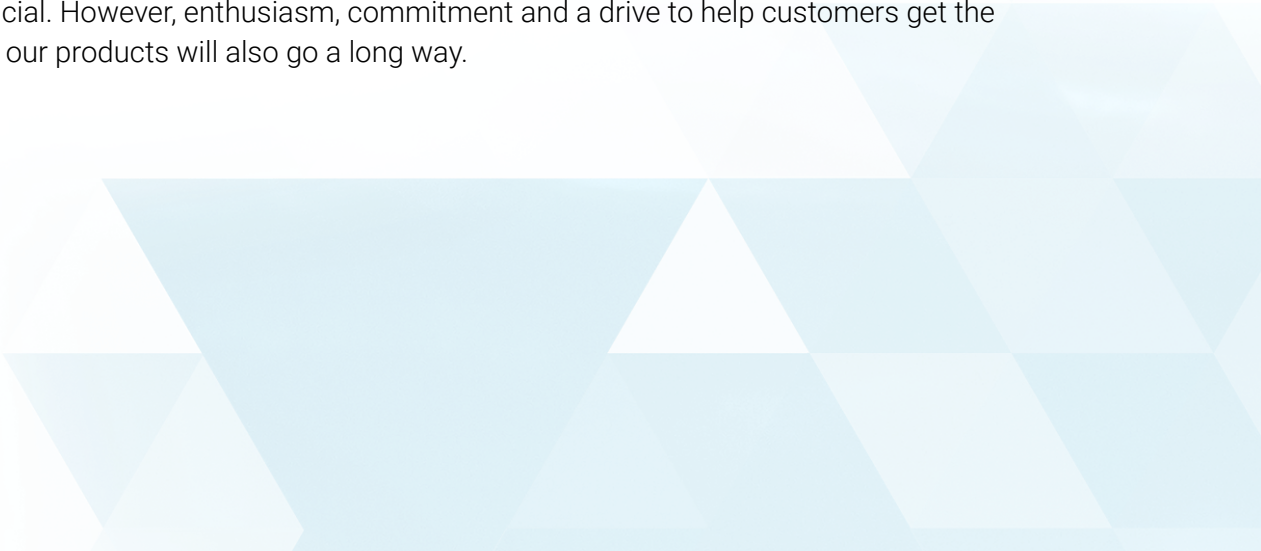
You will be responsible for your day to day diary to achieve growth in sales in your area, this will be through interaction with new farmer customers at every opportunity, be that through shows, livestock markets, farmer evenings or farm visits. Although your main responsibility is to grow sales, you will also be required to support our customers post sale, this could be through system setup, problem solving and offering general advice and support to promote customer success.

## What we are looking for

The person we are looking for will benefit from having a livestock farming background or at least a knowledge of working with sheep and cattle. Knowing the legislative requirements for being a sheep & cattle keeper, including animal identification, recording movements and medicine treatments etc. This combined with any sales experience would be ideal.

## Additional skills

The right person would need to be fully computer literate and adaptable to working with new sales reporting systems. Any experience with RFID readers or Eid tagging systems would be very beneficial. However, enthusiasm, commitment and a drive to help customers get the most from our products will also go a long way.



## Why iLivestock

At iLivestock, we're on a mission to make a real difference in agriculture. If you're eager to contribute and make a tangible impact, we invite you to explore opportunities with us.

## What we offer

- Competitive salary
- Regular company-wide social events and get-togethers
- Company-wide bonus scheme
- Private health insurance
- Home Working, however you are welcome to our Edinburgh office and anytime.
- 40 days annual leave (including bank holidays)
- Company pension scheme
- Company Car, Laptop, Phone.

Not to mention

- Opportunities to take responsibility and grow professionally
- A positive and collaborative work culture
- A dynamic work environment with quick decision-making

## We would like to hear from you

Are you passionate about farming and technology?

Join us at iLivestock and be a key player in developing groundbreaking technology that empowers farmers globally. We're looking for dedicated individuals to join our diverse and enthusiastic team, committed to creating the best solutions for sheep and cattle farmers.

### **Interested?**

Send your CV and cover letter to [careers@iLivestock.co.uk](mailto:careers@iLivestock.co.uk) and let's get the conversation started!

