

KEY MANAGEMENT OPPORTUNITY

Commercial Manager Lakeland Agri



Lakeland Dairies is Ireland's second largest Dairy Co-operative. We process over 1.2 Billion litres of milk annually, collected from our 2,500 high quality milk suppliers, across 15 counties in the Republic of Ireland and Northern Ireland.

Lakeland Agri Ltd is the Agribusiness Division of Lakeland Dairies with divisional annual revenues in excess of €62m.

It is a high performance and profitable business unit supporting our extensive milk supplier base and customers on a cross border basis. With best in class expertise and experience, underpinned by technologically advanced facilities, Lakeland Agri manufactures and retails a complete range of premium quality ruminant feeds marketed under the Lakeland RumiSmart Sustain feeding system. Our success is driven by our commitment to excellent service for our valued customers. This is supported on-farm by our expert nutritionists and technical feed representatives. Lakeland Agri also retails an extensive range of other farm inputs through its stores business.

As **Commercial Manager** of this dynamic business, you will thrive in an innovative, encouraging and progressive working environment.

THE ROLE:

- Reporting directly to the General Manager of Lakeland Agri, you will be responsible for developing and implementing the Division's strategic commercial plan.
- Managing and developing a team of key personnel to deliver on annual sales plans and maintaining strong relationships with customers.
- Identifying, monitoring and controlling all sales related costs.
- Working closely with Quality, IT and NPD teams to retain and enhance standards, develop new concepts and implement new technologies contributing to the effectiveness of the sales team.

THE PERSON:

- You will have 6+ years experience in a senior commercial sales role within a related business sector and will have a 3rd level qualification in Agricultural Science, Food Science and /or Business.
- You will have developed strong leadership qualities along with the ability to manage and develop a commercial team.
- Highly motivated, resilient and organised, you will thrive in a fast paced environment where the customer is highly valued and integrity underpins everything you represent.
- Commercially astute, you will be comfortable analysing financial and numerical data.



How to Apply

If you want to play an important leadership role in the Lakeland business and if you have the skills we require, please contact Stephen Farrell at our recruitment consultants Clark on **+353 (0)45 881 888** for a confidential discussion, or send your CV to **stephen@clark.ie**

Closing date for applications is Friday 7th October, 2016

Lakeland Dairies is an equal opportunities employer.

