



Groundcare Sales Executive – Kubota

Here at **HRN Group**, we are entering an exciting and ambitious period of growth within the Groundcare sector in Scotland. As part of this investment, we are pleased to offer an exciting opportunity to join our Groundcare Sales team.

We are looking for an enthusiastic, reliable, and ambitious individual, ideally with knowledge or experience in the Groundcare industry. However, this is not essential, as full training will be provided, and all suitable candidates will be considered.

The **Kubota** franchise offers market-leading products, including residential and commercial mowers, compact tractors, and utility vehicles.

The Role

You will be responsible for managing and visiting clients across our designated Kubota territory. This will include (but is not limited to) golf courses, local authorities, contractors, estates, and residential customers.

What We Can Offer

- Competitive salary with uncapped commission (package negotiable depending on experience)
- Company vehicle, laptop and mobile phone
- Company pension
- Base location at the nearest HRN depot (remote working may be considered)
- 29 days' annual leave (including bank holidays), increasing with length of service

Responsibilities

- Develop and maintain strong client relationships to understand needs and provide tailored solutions
- Conduct market research to identify new sales opportunities and stay up to date with industry trends
- Prepare and deliver engaging sales presentations to prospective customers
- Meet or exceed sales targets and report on performance regularly
- Provide excellent customer service and support throughout the sales process

Skills & Experience

- Strong communication and interpersonal skills
- Ability to build and maintain effective working relationships
- Understanding of market trends and the competitive landscape
- Ability to work independently and as part of a team
- Full, clean driving licence
- Ability to tow trailers when required (training can be provided if needed)

If you are interested in this opportunity, please send your CV to **Wilson.morrison@hrngroup.co.uk**