

# Commercial Graduate

## PICKSTOCK FOODS

At Pickstock Foods, we are offering an exciting opportunity for recent graduates to join our Commercial Graduate Programme. This programme is designed to equip you with the knowledge, skills, and experience needed to grow into a key role within our sales team.

## Details

### The Role:

You'll split your time between the sales team and various other departments across the business, including Procurement, Production, Transport, and Quality Assurance. You'll work directly alongside production teams, gaining a practical understanding of how our lamb is processed from farm to customer. During your time with the sales team, you'll learn how to manage key accounts, negotiate sales contracts, and help expand our business. This balance of practical and commercial experience will set you up for success as you transition into a sales leadership role.

### What We Offer:

**Comprehensive Training:** From negotiation skills and leadership development to HACCP and food safety training, you'll receive all the tools needed to succeed in a sales career.

**Mentorship:** You will be guided by senior members of our team, ensuring you have the support and direction needed to grow into a future sales leader.

**International Exposure:** As part of the programme, you may have the opportunity to attend international trade shows and gain insights into global market trends, further expanding your commercial expertise.

**Career Development:** As a rapidly growing business, we offer real potential for long-term career development. Graduates will be well-placed to move into roles such as National Account Manager, with the opportunity to advance into senior commercial roles or even explore international positions as the business expands.

**Sustainability in Action:** Sustainability and animal welfare are at the heart of what we do. From our farming practices to our processing operations, we are committed to initiatives that reduce our environmental impact and ensure the highest standards of animal care. Joining our team means contributing to these efforts, in line with our long-term sustainability goals.

### Who We're Looking For:

We are looking for graduates with a degree in Business, Marketing, Sales, or related fields such as Livestock or Food Studies, who are keen to develop a career in sales within the meat industry.

The ideal candidate will be:

An effective communicator with strong interpersonal skills

Eager to learn and willing to take on responsibility

Interested in the agricultural and food sectors

Motivated to contribute to the success of an independent, growing business

Our Values:

At Pickstock Foods, we are committed to innovation, sustainability, and respect. We offer an environment where:

**Learning and Growth:** Your professional and personal development is a priority, and we invest in your future every step of the way.

**Responsibility and Impact:** You can play an active role in our sustainability and animal welfare initiatives, making a meaningful contribution to our ethical practices.

**Collaboration:** You'll be part of a supportive team that values diverse perspectives and fosters open, constructive communication.

**Integrity:** We uphold the highest standards in everything we do, from delivering top-quality products to building strong relationships with customers and colleagues.

We're looking for graduates who share these values and want to make a real impact in a rapidly growing company.

Location:

The role is based at our Derbyshire site, where you'll work alongside the sales team. There will also be opportunities to visit customer sites, attend livestock markets, and engage with our farms in Shropshire and Dumfriesshire.

£32,500 per year

Apply: CV and covering letter to [hr@pickstockfoods.co.uk](mailto:hr@pickstockfoods.co.uk)