

ROYAL AGRICULTURAL UNIVERSITY – STUDENT/GRADUATE JOB VACANCY



To enable placements/vacancies to be advertised correctly please complete the following:

Name of Employer: Kubota UK Ltd

Vacancy Type: Placement July 2026-June2027

Full-time/Part time : Monday to Friday, 8.30am-5pm however there will be a requirement to attend shows, visit dealers which may include overnight stays and weekend working.

Start date: July 2026

Background: Kubota Corporation

Kubota Corporation, founded in 1890 by Gonshiro Kubota, is a manufacturer of farm equipment, engines, construction machinery and a producer of various pipe-related products, principally ductile iron pipes and environment-related products such as environmental control plants. In addition, the Company manufactures and sells industrial castings, spiral welded steel pipes, vending machines, electronic-equipped machinery and air-conditioning equipment. Headquartered in Osaka, Japan, the company reported consolidated revenues of € 15.6 billion last year.

Kubota is a company with an unshakable will to support and solve problems related to food, water, and the environment. Through proactive management, user-friendly products, and stable support, Kubota has been a leader in the global agriculture and water-related industries.

Our Mission

Our mission 'For Earth. For Life' speaks to our sustainability commitment to the preservation of the earth's natural environment whilst aiding in production of food and water supplies which are vital to societal needs as our world population continues to grow. That mission is realized each time a Kubota tractor harvest the land to product life sustaining food, or our construction equipment excavates to transport water resources or provide shelter, and our engines are providing civilization with a globally sustainable and dependable power source.

Kubota (U.K.) Limited

Kubota UK (KUK) based in Thame, Oxfordshire currently employees in excess of 120 staff and has five distinct business lines – Tractor, Groundcare, Engines, Construction and Parts and has been based in the UK Since 1979. The operations within KUK incorporate Sales, Marketing, Administration, Distribution, Service, Product Development, Parts, Finance, HR, Business Solutions & Planning and H&S.

Business Unit Structure in Europe

In Europe Kubota is working in a matrix structure of Business Units. Where across the regional organisational structure the activities are organised within various Business Unit's. The starting point will be that the overall strategy will be consolidated and developed by KHE (Kubota Holdings Europe), but our customers will be served locally in line with current practice. The Business Units will remain responsible for defining and executing their market strategies in existing and new markets, taking into consideration the market maturity and customer characteristics.

The Business Units and local Managements identity, like KUK is respected; however, the KHE management will take on its responsibility for alignment of strategies developed by the Business Units across Europe by coordinating mid-term and long-term business plans as well as necessary capital investments. Also, to ensure a business that enables realisation of the customer first policy it is a necessity to have Pan-European unified market strategies e.g. pricing, dealer management, inventory management, sales territory management, advertising, and public relations. The overall philosophy is that scale can be reached and leveraged through capabilities on a Pan-European level that can be deployed to fight our competitors locally.

Website: <https://www.kubota-eu.com>

The Role: We have an exciting opportunity for a Placement Student to join Kubota in July 2026 for 12 months. The year will be split across different departments, so you will get to experience working in Construction, Engines, Service and Ag&Groundcare, where you will have the opportunity to work with the different teams on a number of projects and get involved in the everyday life at Kubota.

Here are a few things that you could be getting involved in:

To assist the Marketing team in relation to shows/events/exhibitions etc.

To attend and assist/present in various meetings/initiatives such as dealer and customer surveys, sales meetings, trade shows, product demonstrations, providing technical support and follow up, as required.

To assist the dealer network on product specification and application queries.

To produce and circulate new product and product update bulletins.

Assist in the resolution of dealer enquiries/complaints and maintain effective working relationships with the dealers and customers.

Identify the need for new product development and existing product improvements, working in conjunction with R&D and supporting R&D surveys.

Assist engineering and product development from a sales and marketing perspective.

Support and work with sales and marketing staff and dealers to achieve divisional and corporate objectives and manage resources.

To assist with new business projects.

To assist in the development and implementation strategies to motivate dealers/distributors, their sales and marketing managers and appropriate staff.

As there will be an element of travel required during the placement, a valid passport and driving licence are essential.

We offer a competitive base salary, life assurance, 25 days holiday (+ bank holidays), employee benefits platform offering discounts at a number of retailers and an employee assistance program offering wellness support, providing information on physical, mental, social and financial wellbeing.

Degree: No minimum requirement

Permanent/temporary: Paid placement

Location: Dorman Road, Thame, Oxfordshire, OX9 3UN

Personal requirements:

Other requirements:

Salary/Package: £24500

How to apply: If you want to put your learning into practice and show us what you can do in this exciting and challenging role, then please apply to Sarah Phillips at kuk_g.hr@kubota.com with your CV.

Contact Name and Position: Sarah Phillips – HR Officer

Email Address: sarah.phillips@kubota.com

Telephone Number: 07896030327

Closing Date for applications: 21st November 2025

The Royal Agricultural University makes no representation with regard to the advertised position referred to above. Students should make all reasonable enquiries to satisfy themselves as to the safety and suitability of the advertised post. Whilst the University makes all reasonable attempts to ensure that the details referred to are correct it accepts no liability of whatever kind as a consequence of any information that may be out of date or incorrect.