



Seasonal Sales Show Team

About Riverford

We're mad about organic veg. It's at the core of everything we do. We love to grow it, pack it into boxes and deliver it to customers' doorsteps around the UK. This takes a lot of brilliant people, with a range of skills and knowledge.

Riverford began in 1986, with a few acres of veg, a wheelbarrow and a beaten up 2CV for deliveries. We've grown into a successful e-commerce business, with four farms, three pack houses, a fleet of vans and drivers, a wholesalers, butchery, organic restaurant and pub. We employ people across many areas including IT, Logistics, Sales, HR, Finance and Marketing (and more besides).

Employee Ownership

As of June 2018, Riverford is employee owned. Guy has long challenged business norms and pushed to use Riverford as a force for good; employee ownership is the next chapter. 74% of the company is held in an Employee Trust, benefiting all co-owners equally. Guy retains 26% and a very active involvement in the next phase of our journey.

At Riverford our culture and values set us apart from other businesses. Riverford is a friendly, informal place to work, with a passionate, entrepreneurial spirit. We're committed to providing a fair deal for growers, customers and staff.

What you'll be doing

Our customers are at the heart of everything we do at Riverford, and we try to build a long-lasting relationship with each and every one. So, from early spring to late summer Riverford's calendar is jammed packed with fantastic foodie shows and events like Jamie Oliver's Big Feastival, River Cottage, GROW London, Pub in the park and BBC good food shows plus many more...

As part of a small team, you'll be tasked with the set up a full display stand with some delicious organic fruit and veg and talk to people about Riverford, building brand awareness and encouraging them to place their first order with us.

You don't necessarily need previous experience, we provide you with a full training plan. Great customer service skills, and a happy, outgoing nature is all we need. As a member of our regional face to face sales team you will get to work with a product that people love talking about and at the same time have the opportunity to develop some really useful transferable skills for a brand that is well recognised and respected.

This is a fixed term contract (End of March till September), minimum 40 hours a week (including regular evening and weekend work), based out of Wash Barn, Buckfastleigh, Devon, TQ11 0JU. You will report into the National Sales Manager.

Your Responsibilities

- Attend a calendar of shows and events across the country, setting up show stands, proactively engage and talk to existing and potential new customers and generate sales





- Ensure all paperwork for new customers is completed and uploaded to our systems in a timely manner
- Provide any additional administrative duties as required
- Provide feedback on the events performance to the National Sales Manager
- Manage the use of show equipment;
 - Maintenance of the show equipment
 - Making sure that you have the relevant equipment for the right event type
 - Loading and un-loading the van and managing stock levels
- To work with the F2F Logistics team, in ordering fresh produce and extra items needed for the event, ensuring you have good representation of the products we provide.

The list above is a guide. You may need to respond to business needs by going beyond this guide, using your initiative, challenging the status quo and coming up with ideas on how things can be done more effectively.

Skills & experience

- Ideally some previous experience in a sale, customer service or events role
- Clear and friendly face to face verbal communication skills
- Able to cope with the physical demands of the role; working outdoors, lifting heavy items and covering long distances on foot
- Full UK driving licence
- Must be confident in driving a small van or car
- Comfortable working independently and on your own initiative, as well as within a team

Personal qualities

- Enthusiastic and outgoing; great communicator with all sorts of different people
- Interest in food and farming
- Comfortable with a wide range of audiences
- Target driven
- Willing and able to travel within the UK and be flexible on working hours as there will be evening and extensive weekend work involved.

Salary

£17,340 pro rata with a generous uncapped commission (earnings on average from £150.00 to £500.00 per month) Plus, during your working week we'll cover your meals and accommodation.

Benefits

Riverford is a wonderful company to work for, with lots of great people – and other benefits too. We offer 33 days' holiday/year (pro rata), inclusive of bank holidays.

We love food and hope you do too, so we give staff 25% off everything we sell on our website; and free organic fruit and veg. There are also many social events for staff, with two parties a year!

