

Agricultural Sales Representative – Idaho

Job description:

Sales Representative – Idaho

This position is responsible for the sale of the organization's products in a specified region or major geographical area and provides ongoing support to product distribution channel. Incumbent works directly with distributors to sell agricultural chemicals, fertilizers, and biological products. Plan and implement sales and marketing plans for the assigned territory.

Essential Functions

1. Assist resellers with organizational skills, account strategies, territory planning and administrative responsibilities to maintain a high level of customer satisfaction.
2. Develops and increases sales revenue to meet assigned targets.
3. Actively involves in new reseller sales orientation and sales training programs.
4. Assist resellers with contract negotiations, closing the sale and developing marketing plans for contract accounts.
5. Attend trade shows and assists with the planning of sales exhibits.
6. Participate in education and training conferences on selling and marketing programs.
7. Be informed of new products, services and other general information of interest to customers.
8. Check on competitors' activities and develops new methods of attaining resellers and assisting existing resellers in attaining new accounts.
9. Troubleshoot problems regarding products provided.
10. Answer questions from resellers and handles complaints.
11. Perform other job-related duties and responsibilities as may be assigned from time to time.

Required Education and Experience

1. At least five years of field sales experience.
2. Bachelor's degree or equivalent experience in an agricultural related field such as agronomy, soil science, crop production, ag business, or horticulture.
3. Must be knowledgeable in vegetable, cotton, corn, rice, grain sorghum, wheat, potatoes, sweets potatoes & sugar beets, hay, fruit trees etc. plus experience working in a farm environment.
4. This position requires up to 70% travel outside the local area and overnight.
5. Bilingual is helpful, but not required.

Position pays commissions in addition to salary.

Territory: Idaho and nearby states. Prefer candidates living in Idaho.

Email resume and cover letter.

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Employee discount
- Health insurance
- Life insurance
- Paid time off

- Parental leave
- Vision insurance

Schedule:

- Holidays
- Monday to Friday
- On call
- Weekends as needed

Supplemental Pay:

- Commission pay

Work Location: On the road

** Please send an updated resume/CV to hr@jhbiotech.com