



## **AGRONOMIC TECHNICAL CONSULTANT Sales Representative**

Actively participate in our ambitious expansion plan across the Continental USA. Dynamic, knowledgeable Agronomic Technical Consultants (Sales Representatives) are needed to successfully promote our proprietary portfolio and expand our distribution network in multiple territories.

### **PRIMARY RESPONSIBILITIES**

The successful candidate will develop, expand and maintain a geographic sales territory. Reporting to the Regional Sales Manager, the ATC (Agronomic Technical Consultant) establishes and executes a two-pronged sales strategy:

- Conduct comprehensive soil and crop analysis which leads to customized recommendations which promote Timac products to provide solutions to farmers' challenges and support their business objectives.
- Partner with dealer agronomists to achieve mutually beneficial sales objectives while expanding and/or sustaining our local distribution network.

The results-oriented professional will demonstrate entrepreneurial spirit to increase sales and expand local distribution within the assigned territory. He/she will demonstrate a collaborative willingness to support the other ATCs in the same Region.

### **LOCATION**

The position is home-based and requires daily travel within the sales territory.

### **REQUIRED EDUCATION, EXPERTISE & SKILLS**

- Bachelors' degree in Agriculture and/or Business; equivalent experience will be considered
- Successful record in agricultural sales
- Valid Driver's License
- Certified Crop Advisor Certification preferred
- Excellent interpersonal, organization, communication and time-management skills

### **COMPENSATION AND BENEFITS**

- Competitive Salary
- Uncapped Commission Structure
- Company Vehicle
- Comprehensive Benefit package, including 401k and company match

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