



REGIONAL SALES MANAGER

Actively participate in our ambitious development plan across the USA. Dynamic, knowledgeable, self-motivated Regional Sales Managers are needed in several territories within the continental USA. Our managers utilize strategic methodologies to intensify and expand the distribution network while effectively motivating and managing the sales team.

PRIMARY RESPONSIBILITIES

The successful candidate will develop, maintain and expand a geographic sales region, comprised of multiple individual sales territories. Reporting to the Business Unit Director, the Regional Sales Manager identifies and implements strategic action plans designed to increase the sales of our proprietary product portfolio throughout the region through a two-pronged sales strategy:

- ATC consulting directly with the farmer to provide comprehensive soil and crop analysis which promote Timac products in customized solutions to farmers' challenges.
- Intensification of the distribution network by partnering with local retail managers to achieve mutually beneficial objectives.

The Regional Sales Manager will utilize instinctive entrepreneurial skills to increase sales and enhance Timac's brand recognition while cultivating relationships which will maximize the value of the local distribution network. Timac Agro USA sales representatives respond successfully to positive, results-based leadership. The RSM will recognize and recommend potential acquisition or partnership opportunities which may support our corporate objectives.

LOCATION

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

REQUIRED EDUCATION, EXPERTISE & SKILLS

- Bachelor's Degree in Agriculture and/or Business; equivalent experience will be considered
- A successful record over multiple years in agricultural sales
- Strong business and financial acumen with demonstrated analytical ability
- Effective interpersonal, communication, organization, and time-management skills
- Proficient technology capabilities
- Positive, results-based leadership style to motivate, manage & support the sales team
- Certified Crop Advisor Certification preferred

COMPENSATION AND BENEFITS

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

CAN YOU THINK DIFFERENT TO FARM BETTER? LET'S FIND OUT!
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153, Angstadt Lane, PO BOX 888
Reading, PA 19607 USA
610-375-7272
us.timacagro.com

