



BUSINESS UNIT DIRECTOR

Oversees the performance of a designated territory. Oversees employees and develops a strategy for continued growth.

PRIMARY RESPONSIBILITIES

- Develop sales forecasts, anticipating inventory needs.
- Manage local warehouses and shipping timing and expenses
- Develop a strategy to grow business.
- Effectively communicate with co-workers
- Manage expenses within your region/territory.
- Responsible for the overall performance and Gross Margin goals for your territory.
- Achievement of annual financial goals and objectives (budget) set by the Executive Management Team on an annual basis,
- Net sales revenue
- Warehousing and logistics costs
- Commercial costs, which include:
 - Commercial team compensation
 - Regional marketing expenses
 - Travel and entertainment expenses
 - Training and meetings expenses
- Responsible for the collection of receivables for the Business Unit

You are also expected to provide accurate and complete sales and gross margin projections for the Business Unit from time to time, as needed by the Executive Management Team.

LOCATION

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

REQUIRED EDUCATION, EXPERTISE & SKILLS

- Degree or equivalent experience: Bachelors in agronomy or related field
- Years of experience: 5
- Other requirements: Certified Crop Advisor (CCA) preferred

COMPENSATION AND BENEFITS

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

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