

JOB DESCRIPTION

Sales Representative

This position is responsible for maintaining and expanding a sales territory. Reporting to the Sales Manager, the Sales Representative establishes and executes a sales strategy, which maintains and grows client relationships within the territory.

Essential Job Functions

- Present and sell company products and services to current and potential clients.
- Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
- Follow up on new leads and referrals resulting from field activity.
- Identify sales prospects and contact these and other accounts as assigned.
- Prepare presentations, proposals and sales contracts.
- Develop and maintain sales materials and current product knowledge.
- Establish and maintain current client and potential client relationships.
- Prepares credit paperwork to activate and maintain contract services.
- Manage account services through quality checks and other follow-up.
- Identify and resolve client complaints.
- Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals.
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
- Coordinate company staff to accomplish the work required to complete sales.
- Develop and implement special sales activities to reduce stock.
- Perform random soil sampling of each field within the territory every 3 to 4 years and prepare for analysis.
- In order to evaluate the nutrient management program, monitor plant response to nutrient application on a regular basis.
- Evaluate farm nutrient levels from soils, plants, and manures and integrate into a nutrient management strategy.
- Stay abreast of current agronomic and pesticide information through meetings and publications.
- Acquire Certified Crop Advisor certification
- Assist where needed.

Education & Experience

- College Degree or Equivalent Experience
- 1-5 Years of experience in the Agricultural Industry
- Valid Driver's License
- Certified Crop Advisor Certification (**within time frame of employment**)

Essential Functional Requirements	Occasional (<25%)	Frequent (25%-75%)	Continuous (>75%)
Moderate carrying, 15-50 pounds	X		
Light carrying, under 15 pounds	X		
Use of fingers (e.g. typing)			X
Both hands required or compensated by the use of acceptable prostheses			X
Walking	X		
Standing	X		
Kneeling - -	X		
Repeated bending		X	
Climbing, legs only		X	
Climbing, legs and arms		X	
Ability for rapid mental and muscular coordination simultaneously			X
Minimal visual requirement (i.e. shapes, shadows, contrasts)			X
Routine visual requirements (e.g. reading with attention to details; seeing activities near and far)			X
Operation of crane, truck, tractor, or motor vehicle			X

Non-Essential Functional Requirements	Occasional (<25%)	Frequent (25%-75%)	Continuous (>75%)
Pushing		X	
Heavy Lifting, 45 pounds and over	X		
Reaching Above Shoulders	X		
Acute visual requirements (e.g. microscopic work, high speed driving)	X		
Ability to distinguish shades of colors		X	
Ability to distinguish basic colors		X	
Acute hearing ability (e.g. use of stethoscope, radio transmissions with static)	X		

Essential Environmental Requirements	Occasional (<25%)	Frequent (25%-75%)	Continuous (>75%)
Inside			X
Outside		X	
Excessive noise		X	
Dust	X		
Fumes, smoke, gas	X		
Solvents (degreasing agents)	X		
Grease and oils	X		
Acidic/caustic solutions		X	
Pesticides		X	
Electrical energy	X		
Slippery or uneven walking surfaces		X	
Working around machinery with moving parts		X	
Working around moving objects or vehicles		X	
Working on ladders or scaffolding		X	
Working with sharp instruments	X		
Unusual fatigue factors (specifically long hours and extended shifts)		X	
Cleaning supplies , abrasives		X	
Working with hands in water		X	
Vibration		X	
Working closely with others	X		
Working alone	X		
Protracted or irregular hours of work		X	

Non-Essential Environmental Requirements	Occasional (<25%)	Frequent (25%-75%)	Continuous (>75%)
Slippery or uneven walking surfaces	X		
Working around machinery with moving parts	X		
Working around moving objects or vehicles	X		
Cleaning supplies, abrasives	X		
Dry atmospheric conditions	X		