



Location: Dumas - Texas

Company: ECS

Industry Sector: Agribusiness

Industry Type: Plant & Soil Sciences, Seed and Biotechnology

Career Type: Sales/Retail

Job Type: Full Time

Minimum Years Experience Required: 2

Salary: competitive

Fast growing and exciting seed company has positions open for an Area Sales Rep located in Dumas TX. The company has the right relationships to have a full technology pipeline and will be very competitive with the right combination of genetics, stacked traits and access to the cutting edge technology. The product portfolio includes but not limited to Alfalfa, Corn, Forage Grasses, Small Grains, Sorghums, Silage Covers and preservatives.

Purpose:

To grow and develop Eastern Colorado Seeds (ECS) retail/wholesale seed market share in target locations. Provide sales support to current retail cliental in that geography and seek growth opportunities outside of the ECS customer base. Provide product development support of in-house brand and help develop marketing strategy for target geography.

Job Description:

The sales representative will be responsible in developing a marketing strategy in the target geography to increase demand of hybrids and varieties from preferred suppliers. Will call on customers and prospects to come up with recommendations of field and farming practices to achieve optimum customer return. Assists the District Sales Managers and the Technical Support staff to select and market products specific to the target geography. The position requires highly effective communication with both company managers and clients in order to maintain and increase target lists and sales.

Primary responsibilities include:

- Be the resource for ECS in the target geography
- Develop and maintain relationships with preferred suppliers
- Assist customers with agronomic decisions

- Develop plot program to support hybrid portfolio development
- Build a strong customer base by utilizing needs assessments and making sound recommendations
- Maintain professional relationships with fellow employees through work ethic, communication, and a spirit of teamwork
- Coordinate orders, customer deliveries, and invoicing with specified branch personnel
- Strictly adhere to all company policies
- Coordinate and conduct field days, tours, meetings, and learning activities for the target geography
- Ensure all customer licensing requirements are met

Education:

- Bachelor's degree in Agronomy, Agri-Business, or Ag Marketing required, will consider other degrees with related field sales experience.

Experience

- Two years of seed sales experience.

Skills, Knowledge, and Abilities:

- Knowledge of Alfalfa, corn, forage grasses, forage sorghums, grain sorghum, small grains, and sunflower production is desired
- Knowledge of forage management strategies including grazing, haying and silage production
- Proficient with PowerPoint, Excel, and Word
- Excellent oral and written communication skills
- Highly motivated with the ability to work independently
- Excellent selling skills, experience in complaint handling
- Ability to work within the framework of a team
- Broad knowledge of seed technology and it's benefits
- Clean Driving record
- CCA or ability to obtain CCA within 1 year of employment

Contact:

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