



Territory Sales Representative

The Company:

IntelliFarms believe that farmers deserve a product supplier they can trust. The products and services they purchase from IntelliFarms are backed by our experience, our actions and our commitment.

IntelliFarms believes that its employees deserve a company they can believe in. We offer every employee an environment of trust, of great challenge and an opportunity to advance his or her career.

IntelliFarms expects its employees to set and meet challenges, to constantly improve performance, to innovate, to never stop learning and to work for everyone around them, especially our company's customers.

Our Need:

Our Sales team is looking for individuals who embody the qualities outlined above. Our ideal candidate should be a highly-driven, self-starter who isn't afraid to hit the road to meet customers and prospects face-to-face and build personal relationships across the agriculture industry.

IntelliFarms approaches the market in three sales divisions: Direct-to-Farm, Dealerships and Strategic channels. Each requires our teams to have a highly competitive approach and have a deep understanding of grain management principles and applications of technology across the farm. Our salespeople use these principles and experiences to help buyers understand the benefits of our products.

The responsibility of the territory sales representative is to cultivate relationships with producers and partners across the industry, help them realize the value of IntelliFarms products and invest in them for their operation, and provide world-class support and consultation. Ultimately, you must ensure they have a noteworthy experience with the product and that it truly delivers value and profit to their operation.

A qualified individual should have the following skills:

- **Excellent interpersonal and conversational skills** – Your time will be spent building personal relationships.
- **Excellent organizational skills** – You must know and track the unique needs of each customer and understand what must be done to serve them at any given point during the sales process.
- **High degree of personal accountability** – You will be evaluated based on your ability to successfully navigate customers through the buying process and serve them throughout the course of their relationship with IntelliFarms.
- **Excellent time-management skills** – You must manage your calendar to make the most efficient use of your time and be prompt for appointments.

- **Excellent presentation skills** – You must be able to demonstrate the value and functionality of our products with confidence in both individual and group settings, and strategically tailor messages of the presentation to bring value to the audience.
- **Strong sense of professionalism** – How you present yourself and how you engage with and speak with other validates you and IntelliFarms.
- **Strong collaboration abilities** – You must have the wherewithal to successfully and fairly work with other departments and resources within the company to achieve your goals and best serve your customers.
- **Open mind and open ears** – We expect our representatives to listen first to understand needs, and then discuss the solutions that best fit needs; those with preconceived notions about the “right/wrong way” to sell need not apply.
- **High achievement drive** – The sky is the limit for what you can make of your career in this role, and those who create clear goals and put in the time and effort find great professional, personal and monetary success.
- **Willingness to travel** – Representatives will have defined geographic territories to serve and should be willing to be out on the road regularly for in-person meetings and to represent the company at various events such as industry shows.

Other desirable skills:

- Proficient written communication skills
- Proficiency in email communication
- Proficiency in basic computer programs (Word, Excel, PowerPoint)
- While not mandatory, a background or emphasis in agriculture and/or sales is valued

Additional Information:

This position can be based anywhere in the nation, pending conversations with IntelliFarms leadership on goals and needs. If working remotely (not at an IntelliFarms office), you must have means of frequent contact and will need to travel to meet in-person with Sales Team and leadership approximately one time per month.

Benefits include Health/Dental/Vision Insurance, 401(k) matching options and a close family-oriented and jeans-friendly atmosphere. You will also receive professional development opportunities and will be thoroughly trained via a proven industry-leading sales method.

Commission/draw structure lends itself to huge financial opportunity.

Apply:

Apply with resume to: careers@intellifarms.com