



kaupseed.com
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Agronomy Sales Representative

Description: Kaup Agronomy Sales Representatives are relationship builders between our business and our customers. They are a key component to our business success. Our Sales Representatives are tasked with building personal connections with our customers to help them identify agronomic solutions and offer our high-quality products to help them enhance performance, increase productivity, and maximize their return on investment. Our team also seeks out new business to help us grow and expand into new markets to ensure we continue to remain a leader as one of the area's foremost agronomy solutions providers.

Primary Responsibilities:

- The employee's primary responsibility will be sales performance working directly related to the management or general business operations of Kaup customers. This also includes having professional conduct and being a leader with all other company employees.

What your day looks like:

- Perform sales calls on regular or prospective customers to drive new business.
- Demonstrates products and provides essential information (i.e. product availability, price, new developments, and market trends.)
- Present product information on Seed, Chemical, Fertilizer, Moisture probes, Precision application options, and many other soil related products.
- Answers questions concerning products such as price, credit terms, and durability.
- Completes sales contracts and forms to record required sales information and collects receivables in a timely manner.
- Maintains a high level of technical expertise and strives to achieve the market's sales goals.
- Reliable and regular attendance is expected.



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Education/Experience needed for this position:

- High school diploma or equivalent is required.
- Bachelor's degree or 2-year degree with experience.
- Sales experience, especially agriculture sales experience is highly preferred.
- Recent college graduates with intern experience will also be considered.

Other skills that will help you succeed:

- Excellent communication skills.
- Certified Crop Advisor License is preferred.
- Working knowledge of fertilizer formulating is preferred.
- Working knowledge of agricultural precision information technology is preferred.
- A valid driver's license is required.