

**NOW HIRING**

## **SALES DIRECTOR**

**DESCRIPTION**

We are seeking a Sales Director who has an entrepreneurial spirit and recognizes the significant growth potential of becoming part of a company that is growing and impacting digital agriculture.

The Sales Director is a core member of the Commercial team focused on profitable revenue generation, new customer acquisition and relationship management. The successful individual will be results-oriented, aggressive and have a good understanding of the startup environment, the agriculture industry and related technology.

**RESPONSIBILITIES**

- Develop sales and business development plan for assigned territory and/or account targets
- Promote and adhere to a strong sense of urgency for reaching objectives and key results
- Lead sales business meetings, conduct presentations, and act as one of Farmobile's leading evangelists
- Introduce the company's story, product and service solutions to prospective and existing accounts
- Identify, structure, negotiate and close deals
- Work with the Customer Success team to maintain strong relations, renew successful partnerships and optimize subscription sales through a robust onboarding and training program
- Research and identify unrealized business segment opportunities that are scalable and profitable
- Understand industry technology systems and shifts and provide creative feedback and potential solutions back to the product and technical development teams (case studies)
- Collaborate with Product Management and Marketing teams to develop current and new product positioning and messaging that resonates with targeted accounts and growers
- Maintain a high level of energy and activity
- Document and manage all sales and business development activities
- Ability to accept and embrace change within fast-paced business environment

**REQUIREMENTS & QUALIFICATIONS**

- Motivated, results oriented, self-starter with 5+ years of experience in production agriculture and technology
- Proven track record and experience in sales, business development and/or relationship management
- Strong set of relationships and understanding of the agricultural cooperative system, precision ag / data management, large farming operations and/or OEMs
- Deep understanding of value drivers and ability to inspire others
- Superior sales skills (cold calling, lead generation and nurturing)

- Strong direct and channel sales skills
- Able to think creatively and strategically and have a proven track record in aligning and driving deals to successful completion
- Experience in the full sales cycle including closing
- Strong presentation, negotiation and selling skills
- Ability to manage influence through persuasion, negotiation, and consensus building
- Ability to work independently from home
- Open to travel 50% of the time
- Excellent verbal, written and presentation ability

#### **BENEFITS**

- Be a key member of the Commercial team in a company that is laying the foundation for the future of data management and digital agriculture
- Have the opportunity to take immediate action and have a significant impact on the success of the company
- Work in a transparent, entrepreneurial environment where you can feel respected
- Work for a company that expects you to challenge the status quo and think creatively
- Eligible for Farmobile's retirement savings plan and group health plans, including medical, dental, vision and other voluntary benefits

#### **APPLY**

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