



SEEDING IDEAS.  
SINCE 1911

## **Sales Development Manager – Midwest US, Central (Ontario) & Eastern (Quebec) Canada**

Post Date: 10/12/23

**Employment Type:** Full-Time, Hourly with Benefits

**Compensation:** DOE

**Education:** BA/BS in related field preferred.

**Experience:** 5+ years' work experience

**Industry:** Agriculture

**Manages Others:** No

**Location:** Remote

**Required Travel:** Yes

### **Company Summary:**

Crookham is a local family-owned seed company founded over 100 years ago to meet the country's popcorn seed demand and has grown to provide specialized production, breeding and distribution of hybrid sweet corn, popcorn, and onion seeds domestically and internationally. Through the years the Company has gained a reputation for its decisiveness, integrity, innovation and a high level of energy and drive. It is a company dedicated to its customers and employees alike. We're looking for someone to help us continue to grow in this new position.

### **Job Summary:**

The Sales Development Manager will focus on selling, servicing and establishing trials with sweet corn producers. This position supports other crops as needed.

Based in the sales territory, the Sales Development Manager must be a self-starter and excellent communicator in all aspects.

### **Responsibilities:**

- Embrace, promote, and demonstrate a safety-first culture.
- Work closely with R&D and Sales team to bring best varieties to our customers.
- Increase processing sweet corn sales for assigned accounts.
- Setup and coordinate product trials.
- Provide sales forecasts, market updates, and other reports as requested.
- Supply accurate production plans.
- Submit timely customer orders.
- Set and track annual goals.
- Performs other duties as assigned.

**Requirements:**

- Willing and able to work long hours in variety of environments.
- Ability to prioritize assignments and projects.
- 5+ years of related experience.
- BA/BS in related field.
- Excellent verbal and written communicator.
- Must have current passport.
- Must have valid driver license.
- Travel as needed.

Crookham provides company vehicle, cell phone, computer, and supplies for a home-based office.

If interested, please submit a resume to the Human Resource Dept:

[hr@crookham.com](mailto:hr@crookham.com)