**Sales Development Manager, Caldwell, ID**

Post Date: 09/29/2021

**Employment Type:** Full-time, Salaried, with Benefits

**Compensation:** DOE

**Education:** BA or BS relating to Business or Agriculture

**Experience:** 3+ Years Preferred.

**Industry:** Agriculture.

**Manages Others:** No.

**Relocation:** No.

**Required Travel:** As needed

**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 high level of energy and drive. It is a company dedicated to its customers and employees alike and looking for a new member to join its team.

**Job Summary:**

Sell and service assigned customer accounts. Support sales by allocating inventory, directing inventory testing, forecasting, and processing orders for both international and domestic markets.

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| **Responsibilities:*** Embrace, promote, and demonstrate a safety-first culture while on and off site.
* Learn all product lines Sweet Corn (main focus), Popcorn, Onions.
* Increase overall sales volume for assigned accounts.
* Master Agro Business System (ABS) Software.
* Verify and reserve inventory.
* Complete order forms for sales reps as needed.
* Make product recommendations to customers.
* Understand product quality standards’, Germination, GMO, purity, disease, etc.
* Make and track assigned account sales.
* Process orders for assigned accounts.
* Learn market requirements.

**Keys to Success:*** Travel as needed to support sales responsibilities ex. trial planting/evaluation and customer visits.
* We are a team; it is essential we work well w/ ALL team members to achieve common goals.
* In any customer interaction, staying positive and professional.
* Being available to work longer hours during the busy season.
* Use metrics to help make informed plans/decisions.
* Timeliness and accuracy of delivered work.

**Minimum Job Requirements:*** Ability to prioritize assignments and handle multiple projects concurrently.
* College degree relating to position and or job experience of 3+ years.
* Proficient in Microsoft Office and able to learn new software.
* Strong listening, evaluating, and problem-solving skills.
* Excellent written and verbal communication skills.
* Must have a valid Driver's License.
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**Additional Information:**

Crookham Company is in Caldwell, Idaho. See [www.crookham.com](http://www.crookham.com).

Please email your cover letter and resume to:

 tracyg@crookham.com