



SEEDING IDEAS™
SINCE 1911

Sales Representative, Based Remotely in Eastern U.S.

Post Date: 03/14/2022

Employment Type: Full-time, Salaried, with Full Benefits (medical, dental, vision).

Compensation: DOE, Profit Sharing, 401K w/ match, and Company Vehicle.

Education: BA or BS relating to Business or Agriculture

Experience: 3+ Years Preferred.

Expected Travel: 30-40% of the year.

Industry: Agriculture.

Manages Others: No.

Relocation: No.

Company Summary:

Crookham Company is a local family-owned seed company founded over 100 years ago to meet the country's popcorn seed demand. We have grown into a breeding, production, sales company focused on selling hybrid sweet corn, onion, and popcorn seeds. Through the years we have gained a reputation for decisiveness, integrity, and innovation. We are dedicated to our customers and employees alike and looking for a new sales team member.

Job Summary:

Fresh market sweet corn seed sales lead that will work closely with the sales and research team. Fresh market sweet corn will be the primary crop and will have the opportunity to work in popcorn and onions. Key contributor in product development, customer support, and promotion of fresh market product line. Travel is required and largely dependent on trials, conventions, and internal meetings. Help manage the fresh market sweet corn inventory with accurate annual production releases, sales forecasts, and inventory review. Primary goal of maximizing domestic fresh market sweet corn seed sales by providing varieties that meet customer needs.

Responsibilities:

- Embrace, promote, and demonstrate a safety-first culture while on and off site.
- Help coordinate, plant field trials, and schedule customer visits.
- Maintain routine contact with current and potential customers.
- Resolve customer complaints in a timely and efficient manner.
- Head up customer interactions (field, conventions, etc.).
- Mastery of our sweet corn, onion, and popcorn line up.
- Submit orders and support assigned customers.

- Share product development and sales updates.
- Fresh market inventory lead.
- Monitor fresh market sales.

Keys to Success:

- Learn and use internal software resources to help make informed decisions.
- Work well with all functional areas as we move towards common goals.
- Being available for travel responsibilities throughout the season.
- Be a resource for sales and other departments in the company.

Minimum Job Requirements:

- Ability to prioritize assignments and handle multiple projects concurrently.
- Requires candidate to work from home office and live in or near territory.
- Able to work outside in a variety of environmental conditions.
- Proficient in Microsoft Office and able to learn new software.
- Strong listening, evaluation, and problem-solving abilities.
- College degree relating to position and or job experience.
- Excellent written and verbal communication skills.
- Compliant with company travel policies.
- Must have a valid Driver's License.
- Must have a valid Passport.