



**Opportunity:**

Account Sales Representative

**Overview:**

The managed account sales representative prospects for managed account Market360 clients and develops a referral distribution network to drive additional prospects to the sales representative. The representative is the local technical closer for the sales. The position is located in key farming regions such as Iowa, Nebraska, Ohio, Michigan, Kansas, Missouri, Minnesota and the Dakotas. We currently maintain offices with sales representatives in La Porte, Ind., as well as our home office in West Bend, Wis. The customers are larger grain or dairy farmers.

**Candidate Profile:**

Minimum of two to three years of sales experience.

Farming background or experience helpful or demonstrated ability to communicate with farmers.

Commodity marketing knowledge and experiences are plusses, however, this is not a brokerage or trading position.

Excellent customer service skills with a mission to help the farmer.

Driven, ambitious people who can work independently in a remote location are most likely to be successful.

Experience with selling through referral networks (seed reps, crop consultants etc.) is a plus.

Excellent phone communication skills.

Public speaking ability and ability to organize marketing seminars.

Self-starter with proactive, excellent follow-through. Works well without external structure or supervision.

Good listener: this is a needs based sales process.

Easily establishes and maintains relationships with customers and prospects.

**Education and Experience:**

College degree or equivalent. Agricultural degree or background strongly recommended. Public speaking and presentation experience is helpful.

**Compensation:**

The pay is based on commissions for closing sales and renewing customer contracts. The position is full time exempt with benefits (health insurance and 401(k) plan). The position reports to the COO of Stewart-Peterson, Inc.

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