

Position: Dealer Support Sales Specialist

YOUR TASKS AND RESPONSIBILITIES

As a Dealer Support Sales Specialist you will be responsible for growing the market share of Seed & Trait business in Central North Dakota, In this position, you will build relationship with Seed Dealers and work directly with growers to promote, educate and sell Corn and Soybean Seed Products through local dealerships.

The primary responsibilities of this role, Dealer Support Sales Specialist are to:

- Serve as the key dealer seed support consultant to dealers and effectively promote the value of Thunder Seed products;
- Demonstrate product performance and product/technical/agronomic knowledge;
- Actively manage inventory as appropriate to ensure success of meeting business objectives;
- Promote Dealer Programs and incentives for dealers relationship and growth potential;
- Partner successfully and manage the relationship with top growers, act as the business expert for top growers
- Educate dealers and customers on products and programs
- Travel required in the rural ND territory, in addition to occasional overnights for Thunder Seed sponsored meetings and customer events;
- Position requires driving for the company that will fall under DOT/FMCSA jurisdiction and may require a CDL. This may entail the hauling of trailers, product, supplies or equipment in a safe manner.

Required Qualifications:

- At least 3+ years of experience in Sales, Marketing, Account Management or Agriculture
- Excellent communication skills (interpersonal, oral and written)
- Demonstrated self-motivation, initiative and assertiveness
- Proven ability to multi-task in a fast-paced environment
- Strong computer and presentation skills (proficiencies in Word, Excel, PowerPoint, Outlook);
- Demonstrated digital data and ability to analyze plot and performance data to influence decisions
- Willingness to travel and live/work in a rural environment
- Be able to pass driving record background check; clean driving record.
- CDL License is a plus

Preferred Qualifications:

- Bachelor's degree;
- Demonstrated product, portfolio and agronomic knowledge.

Thunder Seed offers a wide variety of competitive compensation and benefits programs. If you meet the requirements of this unique opportunity.

Thunder Seed is an Equal Opportunity Employer/Disabled/Veterans