

## Technical Sales Rep with Agronomy Background

### Position Purpose

20/20 Seed Labs Inc is a full service agricultural testing laboratory offering trusted services to the industry for 30 years. We are looking to increase our dynamic team of innovative professionals through the addition of a Technical Sales Representative. The successful candidate will have the opportunity to contribute to the strategic direction of the company through active industry participation, market development and connection to our client base.

### Position Objectives:

- Provide professional, scientifically accurate technical sales and support to clients
- Assist in increasing the sales and opportunities for the company
- Maintain existing clients and contribute to client satisfaction and retention
- Increase the awareness of 20/20's role in the market place and cooperate with other stakeholders.
- Evaluate the need to enhance the offerings of 20/20
- Collaborate with Client Services and Marketing firms.
- Communicate with all of our clients especially seed growers and farmers
- Consult in field with customers utilizing our testing services and other service offerings
- Participate in industry meetings, sales
- Assess market demand, investigate new offerings, and contribute to feasibility and market research studies on new development possibilities

### Skills and Attributes

- University degree in related field
- Intelligent and trustworthy
- Respected in the industry
- Entrepreneurial and self-motivated
- Excellent writing skills
- Analytical mind and science orientated
- Adaptable and willing to travel
- Creative and broad minded
- Engagement focused

### Position Offerings

- Full time permanent position with required travel
- Benefits package after probationary period
- Vehicle provided
- Health and Wellness Benefit
- Attractive salary

### **Mission Statement**

*As a fully accredited seed testing laboratory, our mission is to provide clients with exceptional service, value, and confidence in the results of our routine and proprietary seed analysis, and other service offerings.*