

<b>Job Title:</b>	<b>Account Manager</b>	<b>Base Salary</b>	\$90,000-\$110,000
		<b>Variable Comp</b>	Based on Experience
<b>Location(s):</b>	We are hiring one Account Manager for each of the following states: <b>Iowa, Indiana, Wisconsin</b>	<b>Travel Required:</b>	45-75%
<b>Reports To:</b>	Regional Sales Leader	<b>Position Type:</b>	Full-time
<b>HR Contact:</b>	Stephanie Graham	<b>Date posted:</b>	10/6/2022
<b>Applications Accepted By: N/A</b>			
<b>Job Application Link:</b>		<b>Mail:</b> <b>Corporate Office – Ohio</b> 489 Village Park Drive Powell, Ohio 43065	
<b>Job Description</b>			
<p><b>Overview:</b></p> <p>Meristem Crop Performance Group, LLC ( www.meristemag.com) is one of the fastest-growing direct-to-farm crop input companies in America. Meristem sources, formulates, and delivers high-quality crop inputs to farmers at the best quality and price, at significant savings. By helping farmers and local independent agribusinesses make the most of their infrastructure and intellectual property investments, the company improves productivity and removes waste in the established distribution channel. Meristem is led by a world-class team of ag professionals passionate about creating the most efficient channel to move innovative technologies to market for the benefit of the American farmer.</p> <p>The Meristem <b>Sales and Account Manager (SAM)</b> role is designed for an experienced sales and agribusiness leader with a deep understanding of agronomy and the inputs farmers buy and how profits are generated growing corn, soybeans, wheat, cotton, sugar beats and other broad acre crops. The SAM will have a sincere interest in helping farmers and go-to-market partners improve production practices and create significant savings and/or new sources of meaningful income by actively engaging with the Meristem business model. The SAM role includes, but is not limited to, the following core accountabilities:</p> <p><b>Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Support sales and sales development activity with assigned customers and dealers</li> <li>• Ensure that all Meristem dealers in your assigned area have a signed Dealer Agreement and are properly onboarded to our company and products.</li> <li>• Work with your sales leader to build and implement annual sales plans by customer/dealer</li> <li>• Implement local marketing activities (putting up field signs, on-farm data collection, etc.)</li> <li>• By working with the customer care team, ensure that all orders are placed, fulfilled and billed correctly</li> <li>• Support sales leaders by maintaining the database of customers, prospects, influencers, and growers for your assigned accounts and region</li> <li>• Utilize system tools to for sales entry/tracking/customer engagement</li> <li>• Provide a monthly report on your team’s sales progress against forecasts / plans</li> <li>• Prepare materials for sales and grower calls including presentations and sales analysis reports</li> <li>• Identify and conduct field demonstrations for use to grow product and category awareness</li> <li>• Walking through fields or customer sites / operations as needed</li> <li>• Other duties as assigned</li> </ul> <p><b>Skills/Capabilities:</b></p> <p><b>The position requires the ability to demonstrate the following practices:</b></p> <ul style="list-style-type: none"> <li>• Proven ability to created detailed field marketing and sales action plans that will produce the desired revenue outcomes</li> <li>• Deliver product when needed</li> <li>• Deep agronomy knowledge</li> <li>• Comfortable and excited to work in agriculture</li> </ul> <p><b>Education and Experience</b></p> <ul style="list-style-type: none"> <li>• 5+ years of experience in B2B and B2C Agricultural sales</li> <li>• Proven track record of cultivating business relationships with large growers and independent ag retailers</li> </ul> <p style="text-align: center;"><i>Meristem Crop Performance Group, LLC is an equal opportunity employer.</i></p>			