

Job Title:	Branded Label Sales and Business Manager	Base Salary	Based on Experience
		Variable Comp	Yes
Location(s):	Columbus, Ohio	Travel Required:	25-40%
Reports To:	President	Position Type:	Full-time
HR Contact:	Stephanie Graham	Date posted:	6/23/2023
Applications Accepted By: N/A			
Job Application Link:		Mail: Corporate Office – Ohio 489 Village Park Drive Powell, Ohio 43065	
Job Description			
<p>Overview:</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 Branded Label Sales and Business Manager role is designed for an experienced sales leader who is responsible for delivering actionable sales data, tools and materials to the overall Meristem salesforce to ensure that we are maximizing all sales and growth opportunities.</p> <p>Responsibilities:</p> <p>In collaboration with the COO and the sales teams, manage Meristem’s branded label product portfolio to ensure:</p> <ul style="list-style-type: none"> ○ In collaboration with Sales Teams, develop products and tools for current and future Branded Label customers to achieve a minimum growth rate of 40% ○ Products are registered in the appropriate states for sale and with the EPA, if applicable ○ Product labels are created, approved and accurate ○ All vendors/tollers are notified of the new brand and provided with the product label and SDS ○ The customer is provided with a full document library of branded label product assets: <ul style="list-style-type: none"> ▪ Product Tech Sheet ▪ Product Label ▪ Product SDS ▪ Product Registration Information <p>Skills/Capabilities:</p> <p>The position requires the ability to demonstrate the following practices:</p> <ul style="list-style-type: none"> • Proven background in sales analysis, data science, financial modeling, business analytics, business intelligence, or related work experience within a B2B environment. • Advanced mathematics and analytical skills. • Advanced ability to create and modify Excel documents • Must be willing to reorganize work to accommodate projects with very short deadlines • Excellent communication, presentation, project management/organizational skills • Strong Business acumen and knowledge of marketing and sales theories and practices <p>Education and Experience</p> <ul style="list-style-type: none"> • BS/BA in Business or related degree 			

- At least 7 years of sales analysis, data science, financial modeling, business analytics, business intelligence, or related work experience within a B2B environment.
- At least 3 years in a business leadership role effectively leading others to achieve business goals

Meristem Crop Performance Group, LLC is an equal opportunity employer.