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| Job Title: | Sales Representative (s) | Base Salary Variable Comp | Experience Dependent Yes |
| Location: | Upper Midwest (North Dakota & South Dakota) | Travel Required: | 75% |
| Reports To: | VP of Sales: West | Position Type: | Full-time |
| HR Contact: | Stephanie Graham | Date posted: | Feb 11, 2025 |

Job Description

Overview:

Meristem Crop Performance® helps farmers produce more bushels for less cost per bushel. Meristem is the global leader in delivering live, in-field biologicals through the patented BIO-CAPSULE™ Technology platform. Meristem significantly reduces waste in crop input systems through improved supply chain efficiency and advanced concentrates.

The Meristem Sales Representative role is designed for a highly experienced sales and agribusiness professional with a deep understanding of agronomy and the inputs farmers use and how profits are generated from growing corn, soybeans, wheat, cotton, sugar beets and other broad acre crops. The Sales Representative will have a sincere interest in helping farmers and go-to-market partners improve production practices and creating significant savings and/or new sources of meaningful income by actively engaging with the Meristem business platform. The Sales Representative will have deep experience in US agriculture and a clear understanding of how to operate in a highly entrepreneurial environment committed to doubling sales annually. The Sales Representative role includes but is not limited to the following core responsibilities:

- Aggressively execute sales activity to meet annual revenue and product mix targets through a book of customers and prospects that the Sales Representative personally drives with a commitment to daily call activity and quarterly sales outcomes
- Actively target, recruit and secure new Dealers aligned with company growth and profitability objectives.
- Manage and grow exiting Meristem business in the territory. Actively leverage the Meristem marketing and demand creation team to get Dealers and BLAs to improve the profitability of the product mix sold and increase targeted and productive call activity.
- Ensure that all Dealers and BLAs properly enter orders, work with Meristem Accounting to make sure all billing is accurate, ~90% of all products are paid for prior to shipment and all customers in the region get a best-in-class product delivery experience.

Required knowledge skills and abilities:

- Expert sales skills and supreme confidence in calling on the largest and most successful farm businesses in the US..
- Understanding of the key agribusiness drivers effecting how frames achieve on-going success.
- Extreme drive to win.
- Skilled in channel management and business administration is preferred

Education and Experience

- 5+ years’ sales experience working in the agribusiness/crop input industry with documented ability to achieve high-growth sales results.
- Existing book of business in the crop input specialty market
- B.S. in Ag business, agronomy, marketing, or related field is preferred.

Meristem is an equal opportunity employer.