



Job Title: Sales Representative

Location: Multiple Territories Available

Reports To: Regional Sales Manager

About Meristem Crop Performance

At Meristem Crop Performance, we are on a mission to help American farmers increase their return on investment by providing high-quality crop inputs and innovative solutions at a better value. Our fast-growing team is committed to delivering world-class service and results to our customers.

Position Summary

We are seeking an experienced, results-driven Sales Representative to grow Meristem's presence in their assigned territory. This role is ideal for a high-performing ag sales professional with an established book of business who is ready to make an immediate impact.

Key Responsibilities

- Develop and execute a territory sales plan to achieve or exceed sales goals.
- Bring an active book of business of \$2M+ in annual revenue and leverage established relationships to drive rapid territory growth.
- Build and maintain strong, long-term relationships with growers, dealers, and key influencers.
- Identify and pursue new customer opportunities to expand market share.
- Provide product knowledge and technical support to customers and prospects.
- Conduct field visits, product demonstrations, and trials to support adoption of Meristem products.
- Monitor market trends, competitor activity, and customer needs to inform sales strategy.
- Collaborate with regional and corporate teams on marketing campaigns, pricing, and promotions.
- Maintain accurate records of sales activities and customer interactions in CRM system.

Key Qualifications

- Proven ability to manage and grow a \$2M+ book of business in crop inputs or related ag products.
- 5+ years of sales experience in agriculture with a track record of success.
- Deep understanding of crop inputs and the agricultural market.
- Exceptional relationship-building, negotiation, and closing skills.
- Self-motivated with entrepreneurial drive and ability to work independently.
- Strong communication, organizational, and time management skills.
- Willingness to travel extensively within assigned territory.

Why Meristem?

- Competitive base salary plus uncapped commission potential.
- Comprehensive benefits package including health, dental, vision, and 401(k).
- Company vehicle, phone allowance, and other tools provided for success in the field.
- Opportunity to join a dynamic, growing team and make a real impact in American agriculture.