ChrysaLabs Job Offer: Sales Representative - Midwest

ChrysaLabs is developing a real-time soil fertility assessment solution for precision agriculture. Based on spectroscopy and artificial intelligence, the technology enables agronomists and growers to better manage their soil fertility, reducing fertilizer loss and increasing yields. After an outstanding 2020 season, ChrysaLabs now wants to expand its team and is looking for a motivated and efficient Sales Representative - Midwest to join its ranks.

Tasks:
- Prospecting and qualifying business opportunities in the Midwest
- Developing a pipeline of customers (outbound / inbound)
- Developing an effective strategy to reach potential customers
- Updating CRM on a daily basis
- Collaborating with the CEO for the development of strategic partnerships
- Representing the company at clients’ premises and at events
- Ensuring good follow-up with current and future partners
- Partnering with the marketing department to achieve business objectives

Qualifications:
- Degree in Agronomy, Soil Science, Crop Science or any related degree
- Good understanding of the agriculture industry in the Midwest
- Experience in sales - in a technology environment
- Openness to frequent travel
- Autonomy, perseverance and positivism are desirable qualities
- Existing contact network of consultants and retailers - asset
- French speaking - asset
- Notions of optics and spectroscopy - asset

ChrysaLabs Perks
- A startup that promotes sustainable development by helping to reduce the footprint of agriculture on the environment
- Work in a trendy, dynamic environment with a terrific corporate culture
- A well-funded startup that provides growth opportunities
- Possibility of teleworking, flexible hours, work-life balance
- Social activities: 5 à 7, Lunch and Learn, etc.

Salary to be determined based on experience. Starting data: April-May 2021.

If you want to contribute to the agriculture of tomorrow, make the industry more sustainable all in a dynamic, technological and growing company, send your application to job@chrysalabs.com.