Seed Sales Associate

The Position

Weaver Popcorn Hybrids is looking for a hardworking, motivated individual to develop and execute a popcorn sales program over multiple regions including both domestic and international. The individual will be involved in the entire process of sales from customer interactions to coordinating sales and shipping processes internally.

The Responsibilities

- Prepare meeting presentations
- Coordinate and lead virtual and in-person meetings with customers
- Develop new and existing customers through understanding of the market
- Accurately forecast sales
- Become a trusted advisor for your customers by developing an in-depth understanding of their needs
- Independently manage small and medium sized accounts
- Jointly manage strategic accounts with other sales personnel
- Work alongside leadership to continually improve processes
- Perform all steps of sales transactions including order entry and cash collection
- Work with shipping vendors and track shipments
- Other duties as assigned

The Requirements

The ideal applicant would have a bachelor’s degree in agriculture and experience with the following:

- Working knowledge of agronomics and production practices
- Managing multiple projects simultaneously
- Willingness to travel including domestic and international
- Working on projects with little supervision
- Ability to speak Spanish and/or Portuguese in addition to English is preferred
- Sales and marketing experience are preferred
- Natural sales and negotiation skills

The Location

Operations are based out of New Richmond, IN, just south of Lafayette, IN.

The Company

Weaver Popcorn Hybrids, an independent operating company, is a popcorn breeding and seed production company.

Weaver Popcorn Hybrids is a leader in enhanced breeding and hybrid seed quality, benefitting from over 40 years of experience and a seasoned team of PhD scientists and professional agronomists. The team at Weaver Popcorn Hybrids is dedicated to developing specific varieties of popcorn to meet the ever-changing needs of its customers and delivers industry-leading popcorn hybrids, all of which are genetically pure and non-GMO.

Until recently, Weaver Popcorn Hybrids was a division of Weaver Popcorn Company, which was founded by Reverend Ira Weaver in 1928. Weaver started developing popcorn hybrids in 1979 and today Weaver Popcorn Hybrids is selling its top performing hybrid seed to others in the domestic and international popcorn markets. This is an exciting time to work for Weaver Popcorn Hybrids and would be a great opportunity to strengthen a sales program in the growing industry of one of America’s favorite snacks.
The Benefits

- 401k plan with 100% company match up to 10% of your salary
- Paid Vacation, Paid Holidays, Education Assistance, Wellness Programs, among others
- $50,000-60,000 base salary with ability to earn significant profit sharing bonuses

The Application

To be considered, please send resume and cover letter to careers@weaverhybrids.com