Position Title: Sales Trainee

Position fit: If you have a good agricultural background and love to be outdoors, manage your own time, develop new relationships, have excellent organizational skills, and are passionate about helping farmers maximize their profitability, the Sales Trainee / DSM position could be the perfect career for you.

Company:

AgReliant Genetics is the fastest growing independent seed company in the industry and currently the 3rd largest field seeds company in the United States. Our goal is to offer the best seed products to our North American customers through superior research, breeding and production techniques by focusing ONLY on seed.

Headquartered in Westfield, Indiana, AgReliant Genetics is owned by two of the largest independent seed companies in the world. KWS and Limagrain bring over 200 years of combined seed experience to AgReliant Genetics. Innovation, superior service and exceptional customer value are the center point of our multiple brand offering.

AgReliant Genetics offers the best seed products available through the brands: AgriGold, LG Seeds, Great Lakes Hybrids, Wensman Seed Company, Producers Hybrids, Eureka Seeds, Golden Acres, and Pride.

Education Requirements:

B.S. in Agriculture with a minimum of 3.0 GPA on a 4.0 scale preferred.

Key Responsibilities:

- Fully participate in multiple training activities to learn all aspects of the District Sales Manager responsibilities and functions in the other seed company departments of seed production, research, quality assurance and customer service.
- Build their personal Sales Story to accurately answer questions about their background, the AgReliant history and scope, AgReliant research size and scope, and processes involving seed production and quality assurance.
- Facilitate sales and customer growth through prospect cold calling assignments within Seed Academy for the brand they are assigned to within the AiM system.
- Document in AiM daily activities and all sales contacts with relevant details. Provide summary of contacts and opportunities to the brand they represent during Seed Academy.
- Contact Agronomist and District Sales Manager mentors to set up ride-along details.
- Arrive at all appointments and training events early in the proper dress code.
- Actively introduce themselves to hiring managers from each of the brands to speed possible placement within the brands.
- Interview with hiring managers for district openings that are a geographic fit.
- Continually evaluate what areas they need additional training and discuss with the Recruiting Coordinator and Assistant the methods to obtain that training.
- If not placed within a brand by the conclusion of Seed Academy, Sales Trainees will begin a Special Project in which they will help one of the AgReliant brands grow sales in an assigned territory. While in a Special Project, he/she will be expected to fulfill the objectives of the project and maximize the return to the company for the time and resources used in the project.

Skills needed:

- Effective leadership skills.
- Effective written and oral communication skills.
- Excellent organization and time management skills.
- Ability to influence change.
- Efficient use of Microsoft Office programs.
- Effective multi-tasking ability.
- Farm background or related experience is preferred.

Other requirements:

- Must have driving record that meets AgReliant standards.

Locations are available throughout the Midwest.
Please apply at http://agreliantgenetics.com/careers/