Conservis is the industry leader in Enterprise Agriculture Management (EAM) and operates globally in the world’s $12 trillion agriculture industry. We are dedicated to changing the business of farming, one of the last digital frontiers. While the industry has invested heavily in on-farm technologies, as a whole it is still in the early stages of adopting modern software tools. The company’s cloud-based platform offers farm owners and managers a software service to create operational plans, drive field activities and make better decisions. Reports are easily shared with partners, landowners, funders and insurance companies.

Conservis provides a unique and valuable career opportunity. The company has an established market presence, a first mover position in farming enterprise software, a strong customer base, an innovative product platform and is clearly positioned to expand its industry leading market status. We’re building a great company filled with exceptional people who inspire each other to perform at a high level. We are fortunate to say that we make a difference every day and offer some of the most meaningful career opportunities in technology. If you want to have a big impact on our success and want to lead and build a high performing team, we want to hear from you!

**General Description:**

The Regional Sales Manager will be responsible for growing Conservis’ revenue in an assigned territory of row crop farmers.

**Principal Responsibilities:**

- Within the assigned territory, develop an intimate understanding of the agribusiness ecosystem and establish key relationships
- Create and execute territory plans to grow bookings and revenue
- Develop and execute prospect closing strategies and proposals to enable predictive performance to sales targets and forecasts
- Partner with Customer Success to ensure a thorough new customer on-boarding and kick-off process
- Work with existing clients in assigned territory to ensure they are becoming advocates for Conservis
- Provide market insight, represent the voice of the customer and collaborate with cross-functional teams to improve the Conservis offering
- Ability to travel to customer sites up to 70% of the time

**Desired Qualifications:**

- 5+ years’ successful selling experience of agriculture or technical business services
- Relevant Bachelor’s Degree
- Agriculture literate
- Digital and technically savvy
- Must be comfortable selling your expertise and intangibles to new prospects in a developing market
• Proficient in coordinating company resources within a consultative/solution-based selling approach
• Strong understanding of general business strategy and accounting practices
• Ability to work remotely, manage a schedule, budget and resources to facilitate meetings with customer and prospects
• Presence - ability to influence and listen well
• Results oriented - demonstrate successful track record using results from prior sales accomplishments
• Competitive, ambitious and hungry

What’s in it for You?:
• Work in an entrepreneurial environment where everyone’s ideas matter and are valued.
• At Conservis, we have fun, collaborate and learn from each other
• We value empowerment, creativity, collaboration and autonomy
• Our work is cutting edge, impactful and purposeful
• Our team is extremely talented, passionate, supportive and diverse
• We love farming, the opportunity to help others and make a positive difference
• We support continued professional development, learning and job stretch
• We promote and support balance, family, wellness and giving back to our community
• Strong Total Compensation Package:
  ◦ Market competitive salary and attractive equity position in a large market with high growth opportunity
  ◦ 100% employer paid medical and dental benefits, along with other benefits
  ◦ 401(k) and stock options
  ◦ 15 days PTO plus sick leave
  ◦ On premise workout facility
  ◦ Company paid parking, accessible to all modes of transportation
  ◦ Laptop computer
  ◦ Monthly allowance for mobile phone usage
  ◦ Mileage reimbursement for use of personal vehicle

Position Location(s):
Open to home base locations including but not limited to Champaign or Peoria.

All inquiries and information will be handled in strict confidence. Interested parties should contact:

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