



JOB POSTING

Seedsman/woman Agriculture Sales

Submit cover letter, resume, and three references to
Todd Jeffries, Vice President, at toddj@seedgeneticsdirect.com.
Questions: 812-212-0200.

Seed Genetics Direct is hiring Seedsmen/women throughout Ohio, Indiana, and Michigan in two capacities:

- 1. full-time salaried**
- 2. flex-time and commissioned**

Both types of Seedsmen/women will work in their area to meet the corn, soybean, wheat, and alfalfa seed, as well as herbicide, needs of area farmers. Each seedsman/woman will receive supports such as marketing materials, area advertising, training, and innovative tools to help deliver the top-of-the-line seed technologies, opportunities, advice, and service to farmers.

At SGD, an inclusive, family-oriented environment provides room to learn, grow, and demonstrate expertise as an individual and a team. Every employee plays a vital role on the Seed Genetics team as we collaborate and work to be a trusted seed partner and the best value to customers.

Being an SGD seedsman/woman is an excellent opportunity to grow personally, professionally, and financially with one of the industry's most respected corn and soybean seed companies.

ABOUT SGD

Seed Genetics Direct (located in Jeffersonville, Ohio) is creating new opportunities for seedsmen/women and farmers as the largest Ohio-based independent seed company and the fastest growing independent seed company in the Eastern Corn Belt. The SGD customer area encompasses Corn Belt and Midwest states including, but not limited to, Ohio, Indiana, Illinois, Kentucky, Pennsylvania, Maryland, Michigan, New York, and Tennessee.

JOB DUTIES

- Sell Seed Genetics Direct brand products (corn, soybean, wheat, and alfalfa seed, as well as herbicide) to area farmers.
- Recommend products for customer goals, needs, and land, as needed.
- Respond to and troubleshoot customer concerns and issues regarding plants, fields, insects, disease, ordering, and billing.
- Promote Seed Genetics Direct brand products (corn, soybean, wheat, and alfalfa seed, as well as herbicide).
- Meet sales goals.
- Recruit prospective customers and new customers.
- Develop and enhance relationships with current, new, and potential customers.
- Assist Director of Logistics in deliveries and returns.
- Participate in special events.
- Increase the territory's overall market share.
- Develop and maintain an agronomic and technical knowledge of seed products and services.
- Create and maintain a productive and harmonious atmosphere.
- Transact all business in an ethical manner.
- Follow company policies and procedures.

- Any other duties deemed necessary to assign, as applicable.

EXPERIENCE AND SKILL REQUIREMENTS

- College degree in agriculture, agronomy, business, and/or sales preferred. High school degree or GED required.
- Two years of experience in sales, plus two years of experience in agriculture.
- Effective verbal and written communication skills.
- Self-motivated.
- Sales, negotiation, time management, decision-making, and conflict resolution skills.
- Comprehend and perform business math calculations and trade documents.
- Valid state driver's license required.
- United States citizenship or eligibility to work in the United States.

WHAT WE OFFER

- Unlimited earning potential. Competitive salary or commission.
- Flexibility with time.
- Paid time off.
- Agronomic and sales support.
- Training opportunities.
- Marketing materials to support sales efforts (such as publications, published pricing, attire, early-order incentives, advertising, e-newsletters, training opportunities, and more).
- Growth opportunities.
- Family-oriented environment.
- Full-time employees also receive medical benefits, 401K options, and mileage stipend or vehicle.

Seed Genetics Direct is an Equal Opportunity Employer and does not discriminate in recruitment, hiring, training, promotion, or any other employment practices for the reasons of race, color, religion, gender, national origin, age, sexual orientation, marital or veteran status, disability, or any other legally protected status.

Seed Genetics Direct is located at 9983 Jeffersonville-West Lancaster Road, Jeffersonville, Ohio 43128.

www.seedgeneticsdirect.com

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