Inside Sales Representative
at Farmers Business Network
Sioux Falls

Do you love talking to farmers? Do you want to help America's fastest-growing agronomic network grow even faster? Join Farmer’s Business Network, Inc. as an Inside Sales Representative!

As an Inside Sales Representative, you'll connect with farmers, you'll learn about their farms, and you'll discuss ways that FBN℠ can help them maximize productivity and save money.

THE COMPANY

What do you get when you cross the best of Silicon Valley innovation/disruption with farming and Midwest values? Farmers Business Network!

The Farmers Business Network℠ information and decision support system serves farmers and their trusted advisors. We are leveraging the power of large scale data science and machine learning to provide farmers unprecedented, completely unbiased information on the performance of different agricultural products. This approach is changing the industry.

The FBN network works by gathering disparate data directly from its farmer members. FBN then analyzes the data and converts it into insights and perspectives that can help farmers make better decisions, manage risk and ultimately increase the profitability of their farming operations.

We are the advocate for the farmer, were created by farmers for farmers and are proudly Farmers First℠. We are a well-capitalized dynamic company, offer the most competitive compensation and benefits and have operations across 13 different states.

THE POSITION

Location: Sioux Falls, SD  |  Start Date: June 2016

You'll be one of the first employees to join the FBN inside sales team, which comes with a rare opportunity to develop, grow, and advance within a fast-growing company. This is a developmental/gateway position for 1-2 years when successful individuals will be promoted and granted advancement opportunities (which may include positions in account management, field sales, sales management, business operations, member services, marketing, or logistics, plus company equity). As an inside sales representative, you'll be responsible for:

- Identifying potential farmers that might benefit from our products and/or services
- Following up with farmers via phone who have expressed an interest in our products and/or services
- Placing outbound calls to farmers to hear about their experiences and discuss how our products and/or services could benefit them
- Using our business systems to manage, prioritize and document all interactions and sales processes with farmers
QUALIFICATIONS

We're looking for confident, motivated, competitive, and competent individuals with a strong work ethic and an appetite for big rewards. Previous sales experience is a plus. Desired characteristics/qualifications include:

- Graduate of, or graduating senior pursuing, an Agronomic or Sales-related bachelor’s degree
- On-farm experience based on either growing up on a farm or working on a farm for a period of time
- Demonstrated aptitude for excellence in competitive environments (such as athletics, debate, etc.)
- Comfortable using and explaining consumer technology products
- Working knowledge of precision agriculture equipment and technologies
- A natural ability to relate with and talk to farmers; a desire to put the farmer first
- A willingness to work in a fast-paced, competitive environment where sales achievement will be directly rewarded

COMPENSATION AND BENEFITS

We offer a market-rate base salary, plus an attractive incentive bonus compensation plan. Sales achievement will be directly rewarded. Full details of this plan will be shared with candidates during the interview process. Furthermore, we also offer an attractive benefits package that includes medical insurance.

Farmer’s Business Network, Inc. is an equal opportunity employer and participates in U.S. Citizenship and Immigration’s E-Verify program.

To apply, go to farmersbusinessnetwork.com, Careers, and click on the link for Careers for Graduating Students and Recent Graduates. Or go to goo.gl/uQ85IG.