



**LEGACY** *Seeds*  
Integrity. Performance. Solutions.

## **DISTRICT SALES MANAGER**

### ***Job Description***

- Primary responsibility of corn, soybean and alfalfa seed sales in territory.
- Identify new key customers, understand their business, determine their needs and develop plans and actions for sales territory growth.
- Implement marketing and sales plans.
- Establish and meet sales goals to expand sales opportunities.
- Responsible for managing existing customers and identifying new customers within sales territory.
- Assist customers with product selection and placement based on agronomic needs.
- Maintain and develop profitable customer relationships.

### **Job Requirements:**

- 3-5 years' experience in the field of applied agronomy or seed sales.
- BS degree and / or related experience in the field of Agronomy
- Should possess knowledge of a wide range of products with a focus to include corn, soybean, alfalfa, and wheat (seeds) in the field of agronomy.
- Knowledge of agricultural production and practices with experience in seed sales
- Demonstrate excellent written and oral communication with proficiency in word and excel
- Willingness to travel as needed.
- Proficient with computers utilizing Microsoft Office.

### **Independent seed company**

- Must be a self-starter and highly motivated.
- Demonstrate strong communication skills.
- Participate as a strong Team Member.
- Ability to work from home.
- Able to lift 50 lbs.
- Earn a highly competitive salary and commission
- Job Type: Full-time