



## **JOB POSTING:**

# **District Sales Manager**

### **COMPANY OVERVIEW**

NuTech Seed® is a growing and vibrant brand in the Central Corn Belt helping farmers live a lifestyle around what really matters: success, enjoyment and family. Our focus remains on delivering seed with consistent performance potential, health and aesthetics and protecting yields with the latest traits. The NuTech expanded product portfolio is backed by some of the most knowledgeable seed professionals in the business.

NuTech Seed is continuously evolving to meet growers' needs. We are supported by Corteva Agriscience™, Agriculture Division of DowDuPont, the only major agriscience company completely dedicated to agriculture. Corteva has harnessed agriculture's brightest minds and expertise gained over two centuries of scientific achievement to enrich the lives of producers and consumers alike.

[www.nutechseed.com](http://www.nutechseed.com) | [www.facebook.com/NuTechSeed](https://www.facebook.com/NuTechSeed)

### **JOB TITLE**

District Sales Manager (DSM)

### **LOCATION**

East Central Iowa

### **JOB DESCRIPTION/RESPONSIBILITIES**

Primary function is to grow seed sales, increase market share of NuTech Seed products, maximize profitability and help our customers succeed in the field. The DSM is responsible for recruiting and developing profitable selling dealers and customers and engaging in ethical business practices within a specific geographic sales district.

#### **Primary Duties:**

- Increase sales and market share with NuTech Seed products.
- Develop District Business Plan and strategy annually to support organizational strategies and objectives.
- Target, recruit, and develop new, profitable, selling dealers, direct buyers and customers.
- Develop and deliver appropriate and timely dealer/customer sales meetings and/or field days.
- Build relationships with dealers, customers and business associates.
- Properly position seed products, based on appropriate and sound agronomic practices and knowledge.
- Implement all company sales and marketing programs.
- Provide technical/product training to key dealers and customers.



#### Secondary Duties:

- Complete all administrative functions on a timely basis.
- Maintain all company property assigned to district.
- Assist in collecting, analyzing, summarizing and communicating results of research/show plots.
- Assist Customer Service team with “in-season” product delivery and “end-of-season” product returns on a timely basis.
- Assist Accounting team with accounts receivable, including collections.
- Assist Marketing and Sales Support team with content for dealer/customer written communications.

#### JOB QUALIFICATIONS

##### Qualifications:

- **Education** – 4-year college degree or equivalent experience.
- **Experience** – Minimum 2-year experience in sales or agronomic related field.
- **Planning and Execution Skills** – Capable of establishing business plans and drive execution.
- **Business Knowledge** – Apply and maintain agronomic technical/functional expertise.
- **Technical Skills** – Knowledge and proficiency with Microsoft Office Suite, specifically Word, Excel, and Outlook.
- **Self-Management Skills** – Inspire trust, demonstrate adaptability, practice self-development and discipline. Ability to work independently with successful timely completion of quality deliverables. Maintain high levels of integrity and perform with minimal supervision.
- **Strategy Skills** – Create customer loyalty.
- **Interpersonal Skills** – Build relationships and manage conflict with dealers, customers and other NuTech Seed employees. Ability to communicate effectively, both orally and in writing, with customers, dealers, co-workers and management.

##### Special Conditions:

- Relocation may be required.
- Must maintain a valid driver's license.
- Must be able to lift at least 65 pounds.

#### SALARY

Salary is competitive and commensurate with skills and experience.

#### WORK LOCATION & SCHEDULE

Remote/TBD. Full-time. Extensive travel required.

#### CONTACT & APPLICATION REQUIREMENTS:

Please email your cover letter, resume, salary history and three technical/professional references to [info@nutechseed.com](mailto:info@nutechseed.com) with subject line: DSM