



Regional Sales Director, Mid-Atlantic

VA, NC States

FBSciences is a global leader in the innovation and commercialization of naturally derived agricultural biologicals, biostimulants, biopesticides, and crop nutrition solutions. We have a world-class team in research, science, production engineering, product development, sales, marketing, and management. We are growing and recruiting for a Regional Sales Director in our Mid-Atlantic territory.

The Regional Sales Director, Mid-Atlantic will directly drive new business development opportunities, grow and strengthen developing customers, and successfully manage and develop relationships with existing customers in the regional territory. The ideal candidate will have a strong background in agronomy and crop nutrition, and strong and broad established relationships with distributors and dealers in the defined regional market.

Role & Responsibilities

- Uncover and develop new customer relationships in the regional territory
- Manage and grow relationships with current regional territory customers
- Work with the area dealers, meeting with growers, making sales calls and ensuring the product is moved through the territory and servicing the dealers
- Partner with the dealers' reps (CCAs) to plan strategies to effectively compete in regional market
- Provide technical support and training to reps (CCAs) to create market demand
- Follow-up to grow repeatable sales
- Identify and resolve customer concerns
- Prepare action plans and schedules to achieve specific targets
- Analyze and evaluate the effectiveness of sales, methods, costs, and results
- Effectively manage budget to maximize results
- Prepare presentations, participate in seminars and trade shows
- Participate in the planning and development of company marketing and communications materials
- Represent the company at various community and/or business meetings to promote the company
- Participate in team call and meetings
- Promote positive relations with partners, vendors, and distributors and colleagues
- Work with department managers and corporate staff to develop required territory business plans and forecasts for the company

Background & Experience

- This position requires an enthusiastic and energetic person who is interested in making an impact in their territory and driving sales and new business growth. The ideal candidate will be highly self-motivated and goal-orientated with a proven record of goal attainment. Travel will be required.
- A minimum of 10 years of experience in agricultural field sales required. BA/BS in business, agriculture business/science or related subject preferred.

Benefits

Competitive salary and bonus structure factoring in experience and qualifications. This position offers a complete benefits package, including health and dental insurance, and possible stock options.

Interested candidates should respond with a cover letter and resume to careers@FBSciences.com.