

June 14, 2021

Regional Sales Manager North Central USA

Job Description

TeeJet Technologies is seeking an individual interested in joining our sales team. In this position, the Regional Sales Manager will represent the broad line of TeeJet Technologies' products. These include TeeJet spray tip, valve and component products, and our precision farming electronic products.

The individual will be responsible for growing and maintaining the OEM and aftermarket business segments in the designated territory. Responsibilities will include planning and executing sales and marketing plans. The selected candidate will operate from a home-based office within the USA sales territory of North Dakota, South Dakota, Minnesota, Wyoming, and Colorado. Sales territory also includes Canadian provinces of Alberta, Saskatchewan, and Manitoba.

The position requires a university degree in an agronomic discipline and at least 5 years of agricultural industry sales experience.

Responsibilities:

- New Business Development – Identify, build, and manage long-term relationships with key OEM's and distributors involved in the manufacturing and sale of agricultural equipment and parts. Determine individual customer needs. Initiate and complete proposals to gain market share with these customers.
- Business Strategy Development – Maintenance of a significant base of existing OEM and distributor accounts. Define, refine, test, and implement strategic plans. These activities include market research, industry research, competitive analysis, and customer needs assessment. Define key markets and customers within the region.
- Market Strategy Development – Participate in developing sound marketing strategies to grow sales and increase market share. This will include value proposition development and product positioning, as well as pricing, branding, channel, and promotional strategies.
- Ability to confidently present company and product information from boardrooms to parts counters, to large audiences.
- Product Management – Provide marketing requirements and input for existing products and products in development. Activities include opportunity assessment, customer feedback, market research, identifying competitors and pricing recommendations.
- Influencer Development – Identify, build, and manage long-term relationships with key influencers who shape agricultural application equipment applications and markets.
- Work with product management to define the product needs and strategies needed to become the market leader.
- Maintaining awareness of competitive products and activities.
- Assist in the development of specific communications and training programs.
- Participation in the industry tradeshows and customer product seminars.

To apply, please e-mail your resume to: careers@teejet.com

TeeJet Technologies is a subsidiary of Spraying Systems Co. and is a leading manufacturer of precision spray nozzles and application accessories, control system technology and application data management.