

CAREER OPPORTUNITY

Job Title: Outside Sales Representative
Reports to: Sales Manager
Location: Healy, Kansas



Position Overview

We are looking for highly motivated professionals who are self-starters, well organized, responsible, task oriented, and possess excellent communication skills. As an Outside Sales Representative of Sharp Bros. Seed Co., the individual should have the ability to analyze, develop, and manage one of our regional territories. This position requires daily travel, weekly trips to the main office, and may require occasional overnight stays to represent the company. Our Outside Sales Reps. received a company vehicle and operate out of their residence. The location of this position is flexible: Central/Western Kansas, ideally Wichita or Garden City areas.

About Sharp Bros. Seed Company

Sharp Bros. Seed Co. is a family owned seed company that has been in business in Healy, Kansas since 1958. Today we continue to work out of our newly renovated office in Healy. Our facilities, like our company have grown over the years, but with our 50 person staff we have stayed grounded in our roots of a small town business with a big business operation. The Sharp family has been in the seed business since 1908, over the years we have added new product lines, but we started with sorghums and native grasses, developing our own variety of Buffalograss, we sell also wheat, milo, corn, cover crops, alfalfa, wildflowers, turf, etc. Sharp Bros. Seed Co. has a dealer network in Kansas, as well as locations in Nebraska, Colorado, Oklahoma, and Texas.

General responsibilities include, but are not limited to

- Manage an established customer base to meet and exceed sales, financial and operating targets
- Help customers make farm production decisions
- Develop and maintain effective business relationships with current and potential customers, targeting customers the company can profitably do business with
- Be reliable and provide timely service, marketing options, agronomic information and advice to current and potential customers.
- Stay informed of industry/competitor activities, and recommend marketing program and service revisions
- Monitor customer accounts to ensure that payments are within approved credit policy, and perform collection functions as required
- Execute sales programs, submit orders, and maintain good communications with home office staff

Qualifications

- Bachelor's degree in Agriculture field or Business is preferred
- Minimum of 0-3 years of similar experience in the industry
- Computer skills include knowledge of Microsoft Office, Google Drive
- Meeting customer expectations and deliver excellent customer service
- Ability to effectively communicate orally and in writing with management, other team members, and customers
- Ability to sit, stand, walk, reach with arms and hands, climb or balance, stoop, kneel, crouch or crawl. Able to occasionally lift and carry up to 50 lbs

Benefits

- Work Vehicle
- Cellphone
- Paid Vacation
- 401k available
- Single-health insurance offered

Please send resumes to careers@sharpseed.com

Only qualified individuals being considered will be contacted for an interview.