

SALES REPRESENTATIVE

Great Lakes Region

TriEst Ag Group, Inc. is an expanding market leader in soil solutions; including soil fumigation, irrigation, fertilizer, grafted plants, and equipment. The company's corporate headquarters is located in Greenville, NC with additional operations in Tifton, GA, and Palmetto, FL. The company continues to expand its businesses on a regional, national, and global basis. Currently we have an opportunity for an Outside Sales Representative in our Great Lakes region. The area of concentration will be Michigan, Ohio, Indiana, Illinois, Wisconsin, and residing in or willingness to move to within 100 miles of Kalamazoo, Michigan is highly preferred.

Position Responsibilities:

- Sales responsibilities including but not limited to soil fumigation, irrigation, fertilizer, plastic mulch, grafted plants, equipment, and substrate growing systems
- Management of existing customer base
- Identify new key customers and their needs and develop plans for market growth.
- Sales territory budgeting, forecasting and analysis
- Hands on service of products and equipment
- Build personal product, agronomic, and market knowledge to add understanding and credibility
- Present a professional image to our customers in all interactions
- Provide support to other employees as necessary to attain performance goals

Job Requirements:

- Bachelor's degree in agriculture-related field is preferred but not required
- Experience in agricultural sales or support is preferred
- Experience in fertilizer, Irrigation equipment, and/or agronomy is preferred
- Requires excellent interpersonal and strong communication skills
- Requires strong organizational and time management skills
- Ability to travel up to 50%
- Currently living in or willingness to move to within 100 miles of Kalamazoo, Michigan

TriEst Ag offers an excellent benefits package including:

- Medical, dental, and vision insurance with company contribution to premium
- Paid Life Insurance
- Paid long-term disability insurance; short-term disability insurance offered, with company contribution to premium
- 401(k) Retirement Plan - Includes a company match, an annual company safe harbor contribution, and a discretionary profit-sharing contribution. Matching contributions are subject to maximum matching criteria and vesting requirements.

Our final salary offer will be commensurate with your experience.

*Pre-employment physical and drug screen required

TriEst Ag Group, Inc. is committed to providing equal employment opportunities without regard to race, color, religion, national origin, marital status, political affiliation, age, disability, veteran status, or sexual orientation, in accordance with federal, state and local law.

Learn more at <https://triestag.com/>.

