



Position name: Territory Sales Manager

BioAtlantis is an Irish-based company and a world leader, providing proven solutions to crop abiotic stress problems. The company has a strong focus in biotechnology, science and research and utilizes the best technology available to develop solutions.

The ethos of BioAtlantis is one of honesty, integrity and reliability. Trust in the efficacy of the BioAtlantis products and the advice offered is critical. Performing every task in a professional manner is a key part of the BioAtlantis approach.

BioAtlantis' worldwide presence gives us a strong knowledge and background in different crops and geographic areas, therefore we understand the reality and needs of growers globally.

POSITION SUMMARY

This position will drive sales of the company and provide agronomic support to growers, CCAs, PCAs as well as distributor sales people in the use of BioAtlantis solutions according to their needs. Conducting development field trials will be extremely important in order to position our products in different markets. These will be performed with the approval of the Research and Agronomic Division of the company and in a manner which produces statistical results.

RESPONSIBILITIES

- ◆ Territory: Western USA
- ◆ Develop and increase sales revenue to meet targets.
- ◆ Provide agronomic direction and advise in product recommendations to targeted customers.
- ◆ Identify different crop needs for abiotic stress problems and address solutions with a strong technical approach.
- ◆ Conduct field trials in different targeted crops to validate the use of our products.
- ◆ Build and maintain strategic relationships with sales channels through regular participation in events and customers visits. Maintain permanent communication to support all sales channels and address the needs of their customers.
- ◆ Attends trade shows, technical crop events and grower meetings.
- ◆ Performs other job-related duties and responsibilities as may be assigned from time to time.

REQUIREMENTS

- ◆ Agricultural related Bachelor's Degree from a four-year College or University course.
- ◆ Minimum 3 years of related experience and/or training preferred
- ◆ Important areas of knowledge: plant nutrition, crop production, plant physiology and biochemistry.
- ◆ PCA or CCA license is preferred
- ◆ Knowledge of local agronomic practices is important.
- ◆ Knowledge of marketing program development is helpful
- ◆ Fully remote work and field presence.

SKILLS

- 🌱 A positive, professional attitude with the ability to take initiative on processes outside of the defined job scope, including motivation to conduct research and provide proactive solutions.
- 🌱 Strong analytical skills with the ability to make sound decisions and solve problems.
- 🌱 Outstanding communication skills -effective verbal and written communicator of detailed product information and technical concepts to our customers, distributor/dealer accounts, agronomists, researchers, growers, etc. in a range of environments that include everything from large group presentations to one-on-one meetings

COMPENSATION AND BENEFITS

- 🌱 Salary and bonus will be according to experience and skill level
- 🌱 Health Insurance
- 🌱 Car, laptop and cell phone
- 🌱 4 weeks annual leave
- 🌱 Flexible schedule
- 🌱 Professional growth and development

Resumes to be submitted to hr@bioatlantis.com. All applications will be handled by BioAtlantis with strict confidentiality. By applying for this position, the candidate agrees to authorize BioAtlantis to handle his/her information internally.