

United States Jobs Expertini®

Account Executive - Row Crops

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Company: Phytech - Plant-Based Farming

Location: United States

Category: other-general

Account Executive - Row Crops Location: Greater Salinas Area , California Phytech is leading the charge in revolutionizing agriculture by empowering growers with innovative technology solutions. Our IoT platform combines direct sensing, data analytics, and machine learning to optimize irrigation efficiency, enhance crop health, and maximize yield and quality. As pioneers in AgTech, we are committed to driving success for farmers worldwide. We are seeking a dynamic individual currently residing in Monterey County, California, with an established book of business among growers in these regions. If you have a proven track record of hunting for new business opportunities and selling technology solutions to row crop growers, we want to hear from you! Responsibilities: Hunt for new business opportunities within the row crop sector, with a primary focus on acquiring new logos and expanding our customer base. Conduct comprehensive market research to identify potential leads and stay informed about industry trends and competitor activities. Utilize a consultative sales approach to understand the unique needs of potential clients and provide tailored solutions. Collaborate with marketing teams to develop and execute targeted campaigns, increasing brand awareness and generating leads. Provide valuable feedback to our product development teams based on customer needs and market trends. Requirements: Demonstrated experience in agricultural sales, with a strong focus on hunting for new logos and acquiring new business within the row crop sector. Ability to navigate complex sales cycles and effectively communicate the value proposition of Phytech's solutions. Excellent communication and presentation skills, with a deep understanding of cloud-based solutions for large-scale agricultural operations. Strong

knowledge of advancements in ag tech, with the ability to integrate this knowledge into sales strategies. Bachelor's degree in Agriculture or related field preferred. Benefits: Opportunity for career advancement with a leading AgTech company. Competitive salary and commission plan based on success in acquiring new business. Comprehensive medical, dental, vision, and life insurance coverage. 401k with a company match of up to 4%, providing financial security for the future. Join Phytech and be part of a team dedicated to driving innovation and success in agriculture!

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