

From: Marcus Duck <duckmarc@msu.edu>
Subject: 2010 Great Lakes Hybrids Sales Mgr
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To: Marcus Duck <duckmarc@msu.edu>



JOB DESCRIPTION

JOB TITLE:	Great Lakes Hybrids District Sales Manager (DSM) – Central MI	DATE:	Oct. 2010
INCUMBENT:	Open		
DIVISION:	Great Lakes Hybrids	FLSA:	Exempt
REPORTS TO:	Regional Team Leader		

SUMMARY DESCRIPTION:

Responsible for representing Great Lakes Hybrids in the sale and distribution of its seed products to dealers and select accounts in an assigned territory. Responsible for achieving maximum sales and increased market penetration of brand.

DUTIES AND RESPONSIBILITIES:

1. Responsible for maintaining a high level of customer service and professionalism.
2. Responsible for projecting a positive image of Great Lakes Hybrids and AgReliant Genetics.
3. Develop and implement territory sales plan to achieve or surpass sales goals.
4. Recruit new Selling Dealers and Direct Sales Accounts.
5. Follow up with Dealers and Accounts on product positioning, performance and other service issues.
6. Promote the brand image and marketing programs through the Dealer sales force.
7. Assist Dealers in account follow-up to verify that Dealer and company account balances agree.
8. Train, motivate and develop Dealers to sell on their own through training sessions and on-the-job training.
9. Assist Dealers in preparing and implementing their sales plans.
10. Plan, plant, and harvest test plots for yield comparisons.
11. Install signs at plots and fields to promote brand awareness.
12. Provide a communication link for the brand, between Selling Dealers, Direct Sales Accounts and the Regional Team Leader.
13. Advise the Regional Team Leader of all major market developments in the district that affect sales and/or personnel.
14. Implement brand policies regarding collections, delivery, inventory, returns and other necessary functions as directed by the Regional Team Leader and/or Brand National Sales Manager.
15. Submit all reports required by the Regional Team Leader and/or Great Lakes Hybrids Office in a timely manner.
16. Report product problems in the territory using a service call report and handle routine problems.
17. Annually, evaluate all Selling Dealers and Direct Sales Accounts.
18. Collect accounts receivables and follow up on accounts that are slow in paying.
19. Attend and participate in Regional Sales Meetings and other Company functions.
20. Maintain appearance of Company vehicle and equipment.
21. Other duties as needed.

Duties and responsibilities may be revised as needed by the Regional Business Director and/or the National Sales Manager either verbally and/or in writing.

EDUCATION/EXPERIENCE REQUIREMENTS:

Bachelor of Science in Agriculture or related field desired; two+ years sales experience preferred; excellent communication skills, team player; detail orientated; good computer skills – Excel and Word; knowledge of seed industry preferred.

PHYSICAL REQUIREMENTS:

Ability to work required hours and travel as necessary; ability to lift 50 lbs.; must have valid driver's license and meet MVR guidelines; some overnight travel required.

To apply - email resume and cover letter to [Richard Easlick, MI Team Leader \(richard.easlick@greatlakeshybrids.com\)](mailto:richard.easlick@greatlakeshybrids.com). Deadline for resumes Mon. Nov. 15.