



## Product Application and Sales Manager – California

Division: Irrigation

Location: Valley

Start Date: ASAP

Reference #: LAI-3028

# of Positions Available: 1

Grade: 42

Department: Sales

Reports To: Ray Batten

Contact Department: Irrigation Human Resources

Contact Name: Jo Fritz

Address: Valley, Nebraska

Fax Number: 402-359-5868

Email Address: jal@valmont.com

### **Responsibilities:**

The incumbent is primarily responsible for driving sales in the California market within Valmont **Irrigations dealer network. This will be accomplished by providing technical support to Valmont Irrigations California distribution network and internal Valmont staff.** Specific areas where this support is provided include:

Development and maintenance of product application and sales proposal tools, product support and application for water reuse projects, dealer training, project development sales support, new market/product application development as they relate to the California market, identifying product needs, concepts and idea development support for Product Managers, ancillary product support for aftermarket sales and assisting dealers in developing and presenting sales proposals. Fifty percent of time will be spent on joint sales calls with California dealers. In addition, this position will provide guidance based on market familiarity and experience for further dealer distribution expansion to the California Development/National Account manager.

### **Minimum Qualifications:**

- 1) Bachelor's degree in Business or Agriculture or equivalent of 10 years minimum of agri-business and/or irrigation industry experience.
- 2) Marketing and sales experience within a dealer network, preferably in the mechanized irrigation industry.
- 3) CID (Certified Irrigation Designer) a plus.
- 4) Willing to travel extensively – 70% of time.
- 5) Proficiency in the use of Microsoft Office Products
- 6) Ability to interface effective (both written and verbal) with dealer personnel, customers, and internal Valley personnel.
- 7) Must live in California.
- 8) Acceptable performance and attendance.



Post: 09/16/2010

Remove: 09/23/2010 *jal*