

Cooperative Resources International

POSITION OPENING

Title: Water Environmental Sales Representative

Location: Southern Wisconsin or Northern Iowa

Position Objective

AgSource Cooperative is accepting application for the job opening of Territory Sales Representative. The successful candidate will develop and implement an effective sales program, utilizing sound selling techniques for prospecting client leads and converting to value added clients. This individual will also be responsible for maintaining current client/industry relationships.

Major Areas of Accountability

- Provide effective and positive sales contacts with current clients, responding to requests and provide problem solving.
- Conduct regular sales calls for new opportunities and staying abreast of market trends and industry/client changes.
- Conduct territory research to develop and maintain an active list of opportunities for both the territory and AgSource laboratories.
- Represent AgSource in the water, waste water and environmental communities to enhance AgSource's industry presence and visibility through tradeshow, seminars, associations, education, publications, and appointments.

Qualifications

- Bachelor's or Associates degree in Environmental Sciences or related field. Prior experience in sales and/or water and wastewater testing or management is a plus.
- Must be detailed, self motivated, and have the ability to be a proactive sales person.
- Must be able to learn, understand, and show value in products
- Ability to be personable and communicate effectively to build industry and customer relationships
- Willingness to learn and develop both personally and professionally

If interested apply on line to www.crinet.com/careers