



Sales Representative

Role

IntelliCulture Overview

IntelliCulture is looking to grow our team to drive forward the future of Ag-Tech. Farmers are the backbone of our nation and it is our mission to support them. We provide a SaaS farm management software (FMS) to drive sustainable farming practices through actionable insights, efficiency improvements & risk mitigation. The FMS provides easy to digest data analytics and map coverage enabling high-value crop operations to identify operational inefficiencies, better maintain equipment, and make more informed management decisions.

Our customers include both consumer and enterprise clients, from small-town Ontario farmers to global Fortune 500 wine, apple and cherry producers. We are looking for a dependable and agile individual who is comfortable with high levels of responsibility.

What You'll Do

At IntelliCulture, the Sales Representative will perform lead generation and direct sales. We need a self-motivated professional with an outstanding track record in sales. In this position, you will be responsible for contributing to our annual sales targets within assigned regions and accounts, and expected to work with minimal guidance and tools.

Responsibilities

What You'll Do

- Generate leads and close deals with growers
- Execute weekly, monthly and quarterly sales objectives
- Cultivate lasting relationships with customers to grow customer loyalty
- Work with customers to better understand their business needs and goals.

Requirements

What We're Looking For

- 2+ years in a SaaS Sales or Ag Equipment company.
- Proven track record of working in a customer facing role
- Experience of working within farming very beneficial
- Have, or be willing to learn, basic technical skills in IoT Devices, Cloud Services, Geotab & APIs to confidently discuss technical terms

Skills and Qualifications

- Be customer obsessed
- Experience working with, and managing, stakeholders and customers
- Pipedrive, VIZRM, GSuite
- A high level of accuracy and attention to detail is required
- Excellent communication and interpersonal skills
- Flexible approach, able to operate effectively with uncertainty and change
- Driven, self-motivated, enthusiastic and comfortable with ambiguity

Other Expectations

- Willingness to travel and perform on-site sales within CA, OR, WA
- Residence in Yakima County, Chelan County WA and surrounding areas strongly preferred

- Residence in Stockton CA, Bakersfield CA and surrounding areas preferred