Sales Specialist

Solinftec is an innovative digital agriculture company, rapidly expanding its operations in the US.

With 22 million acres, 30 thousand machines connected, and 100 thousand daily users. Solinftec was recently awarded by AgFunder the Most Innovative International Startup Series A and beyond award.

A key player in IoT and A.I. for Agricultural Business, with several systems deployed in sugar, ethanol, corn, soybeans, and citrus. The company develops hardware, software, mobile applications, integration with ERP legacy systems and telecom carriers, creating value added solutions for digital agriculture. As part of the company's growth strategy, its international expansion plans include a presence in the United States, Latin America, and Australia.

Location:

We are growing and adding one position to our Sales team-

- Saskatchewan, Manitoba and Alberta, Canada.
- This is a remote position and can be based anywhere in Saskatchewan, Manitoba and Alberta, Canada. If hired, you may be required to travel as necessary to support business activities.

Position: Full-time Exempt

Multi-State Territory:

Reporting to the Director of Operations, our Sales Specialist is responsible for the overall sales performance of the portfolio selling Solinftec solution packages to Ag Retailers, Cooperatives, Farmers, and evolving clients.

Duties may include:

- Develop strong relationships and become a trusted point of contact for Solinftec customers.
- Establish account metrics and strategic objectives to meet Solinftec Sales targets.
- Coordinate with team members to provide support and resolutions as needed.
- Strengthen client relationships and identify potential expansion opportunities.
- Monitor customer, market, and competitor activity to build appropriate sales strategies for the region.
- Document interactions with clients using CRM
- Manage client relationships to ensure exceptional service and identification of potential new sales opportunities.
- Develop and support implementation of territory action plan through analytical review of past sales and continued client needs.
- Present Solinftec's products with a comprehensive understanding of how our solutions meet client needs.
- Participate in trade shows with the purpose of generating strong leads and directing attention to new products.

- Provide input and feedback to Senior Management regarding all things related to agronomy, grain, and product/service development.
- Contribute presentation material to representatives and growers for training or sales calls.
- Help train/mentor new sales and operations team members, as needed.
- Completion of training as identified throughout the year.
- All other duties as assigned.

Skills and Qualifications:

- 3+ years in sales within an Ag Retailer, Farm Environment or Cooperative setting.
- Bachelor's Degree in Agriculture, Business, Engineer, or related field with emphasis on Project Management, Manufacturing, Plant Science and Crop Production considered an asset.
- Proven sales record.
- Excellent communication, problem-solving, presentation, and organizational skills required.
- Understanding of technology, digital platforms, farm equipment, agronomy, and agricultural processes.
- Previous experience with precision agriculture, AI, and variable rate technology preferred.

What we offer:

- Competitive salary
- Performance bonus opportunities
- Comprehensive benefits- Medical, Dental, Vision
- Competitive vacation schedule