



Outside Sales Representative – Specialty Crops and Soils

Qualterra, Inc. is seeking an **Outside Sales Representative – Specialty Crops** to join our Sales & Marketing team.

Overview

The world is in a dire situation. By 2050, there will be 10 billion people on the planet to feed with less farmland available than ever before. We need to develop solutions that maximize agricultural productivity while capturing carbon and regenerating soils. Qualterra is on the frontlines of delivering such solutions.

As we approach our next level of company growth, we are looking for passionate teammates that bring experience and insights to help us drive the agricultural and sustainability transformations we seek.

If this is you, please consider applying today.

The Sales & Marketing Team

Qualterra's Sales & Marketing Team is responsible for customer acquisition and awareness generation for the company.

The Role

The Outside Sales Representative – Specialty Crops will play an important role in helping to acquire new customers, generating revenue, and delivering on the brand promise of the company. Our specialty crops portfolio consists of apple, cherry, pear, grapes, hops, berries, and nut crops. Our soil amendments are scientifically proven formulations of biochar.

Reports to VP of Sales & Marketing

Responsibilities

Aggressively pursue new customers for plant orders, soil amendments, and the molecular plant diagnostic services segment of the specialty crop agricultural market

Discover, inherit, qualify, and pursue leads through cold calling, networking, or other lead generation methods to establish contact and secure meetings with customers who are qualified and would benefit from our products and services

Deliver a contract and close the deal as quickly and efficiently as possible



Collaborate with Operations, Sales, and Marketing to ensure accurate and timely delivery of product and services

Utilize the company CRM Solution to document customer interactions

Support the organization with feedback from customers and stakeholders

Experience and skills

Agricultural sales experience with a history of success selling to commercial growers in the USA with emphasis on the West Coast (Global sales experience is a plus!)

Demonstrated possession of an existing network of grower and nursery relationships in the specialty crop agricultural market

The ability to establish productive business relationships quickly and efficiently

Deep knowledge of the challenges and opportunities faced by growers in the specialty crops agricultural market

Strong work ethic and sense of urgency to find and close the deal

The ability to build relationships and communicate effectively

The ability to lead the charge for sales, yet collaborate internally to provide the best customer experience

Ability to present to customers and industry in-person and/or via remote video (zoom)

Strong communication skills verbal and written

Ability to multi-task and handle multiple leads, accounts, and other facets of a hectic, fast-paced work environment

Self-directed and independent worker

Competencies in MS Office Suite, including MS Word, Excel, and PowerPoint

The ability to lift 50 lbs. and work in agricultural environments

Drivers license in good standing

Location:



This role will be focused on the agriculture market in primarily in central Washington State. This person will need to be located in the Yakima Valley or Columbia Basin (Tri Cities). This position will have extensive local and regional travel on a regular basis. There will be some travel to national and potentially international tradeshow and events.

We provide a highly competitive base salary, commission structure, and benefits program. Submit a resume to: jobs@qualterraag.com.