

## Precision Ag Sales

**VERITAS** is a comprehensive Farm Management Service that addresses the core needs of the progressive farmer, including Crops/Agronomy, Grain Marketing, Technology/Precision Ag, Knowledge/Data and Business Management/Finance.

At this time, we are seeking a professional to join our team in the position of **Precision Ag Salesperson**. This position will be located in Chatham-Kent and surrounding counties or Southern Huron and surrounding counties.

This role is responsible for bringing together all possible Veritas resources and services to strategically target the marketplace, serve existing customers and expand Veritas's customer base by building long term relationships based on a thorough understanding of the customer's business needs.

### JOB RESPONSIBILITIES

- Responsible for executing Veritas sales and marketing plans in the designated territory to meet budget expectations
- Establishes a sound business relationship, with a targeted customer, base in a marketing territory in order to serve the business needs of the customers
- Develops comprehensive sales plans
- Communicates appropriately with customers via phone, email and regular planned appointments to ensure their needs are met and to discover incremental opportunities
- Sells all components of the program with a value-adding, consultative, team-centric approach
- Develops and utilizes agronomic knowledge to help customers identify opportunities to improve economic profitability that can be achieved using Veritas offerings
- Acts as a resource for established customers on agronomic subject material through written articles, phone support and field visits that is tied to direct or indirect sales
- As part of a team approach on precision ag-data processing, act in a supporting role to the Precision Ag Specialist to assist in the processing and development of precision ag offerings

### JOB REQUIREMENTS

- A degree in Agriculture and or GIS/GPS
- At least 3 years of experience in agronomy/sales/precisions ag
- A strong sales aptitude
- Excellent communication, interpersonal and analytical skills

We thank all applicants for their interest and will contact those candidates under consideration.

