



SEED LIFE

Job Description - District Sales Manager

Who Are We?

Seed Life LLC is a leading agricultural company specializing in the production, treatment, and distribution of high-quality corn, soybean, and wheat seeds. With a commitment to innovation and sustainability, Seed Life LLC offers patented products such as ARMOR-C and ARMOR-SB, known for their superior performance and yield enhancement. Our company operates with a mission to empower farmers and contribute to the advancement of modern agriculture.

Position Overview

Seed Life LLC is seeking a dynamic and results-driven District Sales Manager (DSM) to lead sales initiatives across the Illinois and Missouri regions. The DSM will play a pivotal role in driving revenue growth, establishing strong relationships with farmers, and promoting the adoption of Seed Life's innovative seed products, including ARMOR-C and ARMOR-SB. The ideal candidate will possess a deep understanding of the agricultural industry, excellent communication skills, and a proven track record in sales leadership.

Responsibilities

1. Sales Strategy and Execution

- Develop and execute strategic sales plans to achieve revenue targets and market share growth.
- Identify key opportunities for expanding market presence and driving sales within the assigned district.
- Lead the sales team in prospecting, negotiating, and closing deals with farmers and agricultural retailers.
- Monitor market trends, competitor activities, and customer needs to inform sales strategies.

2. Relationship Management

- Build and maintain strong relationships with farmers, agronomists, and agricultural retailers in the district.
- Provide expert advice and support to customers on seed selection, treatment options, and agronomic practices.
- Act as a trusted advisor to farmers, offering solutions to optimize crop yield and profitability.



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Responsibilities (Cont.)

3. Product Knowledge and Promotion

- Demonstrate a deep understanding of Seed Life's product portfolio, including ARMOR-C and ARMOR-SB.
- Conduct product presentations, demonstrations, and educational sessions to showcase the benefits of Seed Life's products.
- Collaborate across teams to develop promotional materials and campaigns to support sales efforts.

4. Team Leadership and Development

- Recruit, train, and mentor a high-performing sales team to achieve individual and collective sales objectives.
- Provide ongoing coaching, feedback, and support to sales representatives to enhance their effectiveness.
- Foster a culture of accountability, professionalism, and collaboration within the sales team.

5. Reporting and Analysis

- Prepare regular reports on sales performance, market trends, and competitor activities for management review.
- Analyze sales data to identify opportunities for improvement and optimize sales strategies.
- Utilize internal tools to track customer interactions, manage leads, and forecast sales projections.

Qualifications

- Proven experience in seed sales, with a minimum of 5 years in a sales leadership role.
- In-depth knowledge of corn and soybean production, seed treatments, and agronomic practices.
- Strong leadership skills with the ability to inspire and motivate a downline sales team.
- Excellent communication, negotiation, and presentation abilities.
- Results-oriented mindset with a track record of achieving sales targets.
- Proficient in Microsoft Office suite.
- Valid drivers license and willingness to travel within an assigned territory.



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Benefits

- Competitive salary with commissions on sales.
- Comprehensive benefits package including health insurance, retirement plans, and paid time off.
- Yearly company trip with entire sales team.
- Opportunities for career advancement and professional development.
- Company truck + fuel, laptop, and mobile phone provided.
- Work within a dynamic and innovative agricultural company committed to excellence.

Equal Opportunity Employer

Seed Life LLC is an equal opportunity employer. We embrace diversity and are committed to creating an inclusive environment for all employees. Discrimination based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status is not tolerated. All qualified applicants will receive consideration for employment without regard to any of these factors.

Application Process

Interested candidates are invited to submit their resume and cover letter detailing their relevant experience and qualifications to katie@seedlifellc.com. Please include "District Sales Manager Application" in the subject line.