

Sales Development Representative US

Description

Company Overview Farmers Business Network (FBN) is on a mission to power the prosperity of family farmers and rural communities around the world, transforming how the world farms with an integrated, technology-enabled agricultural platform. We offer high ROI farm inputs, fintech and sustainability products and services powered by network data, and farm-tested insights from our global farmer community. Our platform helps FBN members make confident decisions to ensure the economic viability of their farms, while also empowering them to be a part of the solution as the global community confronts its most pressing issues: providing food security for a growing population, transitioning to more sustainable agriculture, and responding to climate change. We are a dynamic, innovative, and mission-driven AgTech company that offers competitive compensation and benefits as well as boundless career mobility. We are backed by top investors, including Fidelity, ADM, Google Ventures, Kleiner Perkins, DBL Partners, T Rowe Price and Temasek. We have been featured in these articles by the Wall Street Journal and Forbes, and were also named "One of the 50 Most Innovative Companies in the World" by Fast Company Magazine.

Position Summary The Sales Development Representative position is a sales role directly responsible for facilitating qualification of non-member and FBN members to the FBN platform for various business lines including; crop protection, seed, livestock, and financial services. This position requires a self-starter who can independently prioritize a sales/execution process involving multiple business objectives and product lines. We are looking for a career minded individual looking to grow their career with multiple advancement opportunities. As a Sales Development Representative, you will be expected to:

Responsibilities Place outbound calls to farmers to learn about their operations and identify ways that FBN's crop protection, seed, livestock, and finance offerings could benefit the farmers operation or create a positive ROI. Execute prospecting activities focused on qualifying farmers for a variety of FBN commercial products and follow through with the appropriate sales process. Independently prioritize your day-to-day execution of the sales of FBN's services. Fluently understand and communicate information about crop protection, seed, livestock and finance programs. Independently qualify leads for sales of multiple product lines, prioritize your sales pipeline, and conduct research on industry and regional market characteristics. Develop your own sales playbook for overcoming objections when discussing crop protection, seed, livestock and finance products. Use Salesforce and other SaaS tools to manage, prioritize, and document all interactions and sales processes with farmers. Proactively provide and seek peer feedback to improve individual and team performance. Demonstrate continued proficiency in communicating our diverse set of service offerings including an understanding of services.

Minimum Qualifications Bachelor's Degree or 2 years of equivalent experience. Passionate about agriculture and farming; a desire to put the farmer first. Proven ability to excel in a self-guided work environment. Comfortable using and explaining technology products/services. A willingness to work in a fast-paced, competitive environment where sales achievement will be directly rewarded. Comfortable working in a remote environment.

Preferred Qualifications Bachelor's Degree and 2+ years sales experience with a strong preference in an Ag sales role, with top tier results. Demonstrated ability to consistently meet or exceed defined sales goals. Demonstrated aptitude for excellence in competitive environments.

Characteristics The successful applicant will be: Driven. Self Motivated. Attentive Listener. Conversationalist. Problem Solver. To understand the physical demands of this job, please click this link and refer to Template B. The following represents FBN's reasonable estimate of the US national average base salary range for this role based on market data and placement of internal

Hiring organization

Farmer's Business Network, Inc.

Job Location

Chicago, Illinois, United States

Base Salary

\$ 70000 - \$ 120000

Date posted

April 24, 2024

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employees: \$22/hour. This salary range may vary based on geography and the higher cost of labor in some metropolitan areas. Beyond Base Pay, FBN also offers all full-time/permanent employees competitive total compensation packages that include equity compensation, paid holidays plus an additional floating holiday, work flexibility including paid time off and remote work if your role is eligible, parental leave, benefits including but not limited to: medical, dental, vision, wellbeing, short & long term disability, life insurance, 401k, HSA employer contributions, and more. FBN is proud to be an equal opportunity employer that is committed to diversity and inclusion in the workplace. We do not discriminate in hiring or any employment decision based on race, color, religion, national origin, age, sex (including pregnancy, childbirth, or related medical conditions), marital status, ancestry, physical or mental disability, genetic information, veteran status, gender identity or expression, sexual orientation, or other applicable legally protected characteristic. FBN considers qualified applicants with criminal histories, consistent with applicable federal, state and local law. We participate in the E-Verify program in certain locations as required by law. Learn more about the E-Verify program [here](#). FBN is also committed to providing reasonable accommodations to the known limitations for qualified applicants with disabilities and disabled veterans in our job application process. If you need assistance to complete this form or participate in an interview, please let us know. Please mention the word ****ENTHRALL**** and tag `RMzUuMjM1LjEwNy40Mg==` when applying to show you read the job post completely (`#RMzUuMjM1LjEwNy40Mg==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com