



Novozymes BioAg is committed to be the agricultural industries preferred supplier of biologically-based inoculants, growth enhancement, and pest control products.

Our commitment to scientific excellence, superior product quality and outstanding brand value has made us the leading Agricultural Biologicals Company

We are currently looking for full-time **Sales Representatives** in the following territories:

1. **Palouse Region of ID, Southeast WA, & Northeast OR**
2. **TX/OK Panhandle**
3. **Montana: Golden Triangle Geography**
4. **Ohio**

Qualifications: Degree in Agriculture or Business combined with a minimum of 3 years sales experience. An agricultural background and industry experience is preferred. The chosen candidate must be knowledgeable in sales and marketing approaches and principles.

Responsibilities:

- Responsible for the sales and marketing within the assigned territory. Evaluates market potential of assigned territory yearly. Develops territory business plan and is responsible for implementing an action plan to achieve assigned targets.
- Facilitate and help retailers/distributors manage overall business functions by forecasting sales, establishing market share, evaluate growth potential, and manage inventory. Establish, promote and implement an action plan to dealers.
- Stays current in agriculture marketing trends for their assigned territory and is responsible for communicating the impact on Philom Bios business.
- Implements a territory budget that drives sales in the most efficient manner.
- Identify top 30 farmers and implement an action plan to sell Novozymes BioAg products.
- Coordinate farmer demonstration sites in assigned territory.
- Conduct educational and promotional meetings for farmers.
- Evaluates Product Performance Inquiries
- Facilitates treating of seed. Develops application solutions for farmers/retailers.
- Create revenue by identifying and defining new Novozymes BioAg opportunities.
- Contribute to retailers overall business success by providing sales actions to promote Novozymes BioAg product purchases.
- Recruit and prospect new retailers to develop markets and sell Novozymes BioAg products.
- Provide technical support for retailers/farmers
- Conduct retailer training meetings – regionally or at corporate office.

The job is based out of a home office and requires a lot of travel (80% of time). A company vehicle will be provided.

To apply please fax, mail, or e-mail your resume together with a cover letter to:

3935 Thatcher Avenue, Saskatoon, SK S7R 1A3
Fax: 306-668-8299 E-mail: resume@novozymes.com