

General Job Description for Dow AgroSciences Sales Representatives

PURPOSE OF THE JOB:

Under the supervision of a District Sales Manager, incumbent is responsible for selling and servicing Dow AgroSciences products to dealers, growers and distributors in one of our several business units: Northern or Southern Crops, Seeds, Range and Pasture, Turf and Ornamental, Industrial Vegetation Management, and Pest Management.

PRIMARY RESPONSIBILITIES:

- Create demand for Dow AgroSciences products.
- Provide technical assistance to dealers, growers, custom applicators, or appropriate channel partner in the proper use and stewardship of DAS products
- Provide one-on-one assistance to end users in the evaluation of pests, soil conditions, product selection, application method and application timing for DAS products.
- In conjunction with product/sales management, develop annual plans for primary responsibility accounts.
- Timely communication with key accounts to insure complete understanding of pricing, terms, programs, program deadlines, regulatory changes, etc.
- Timely and accurate reconciliation of marketing/stewardship programs.
- Develop an annual sales plan and monthly sales forecast. Monitor product sales and update forecast as necessary.
- Evaluate and quantify new market opportunities. Work with field product technologist to develop plans and secure resources necessary to pursue opportunities.
- Develop relationships and work within trade organizations to promote the sale and use of DAS products.
- Work within established expense budget.
- Develop Performance Management Plan consistent with Company, Department, District Team and individual needs.
- Work safely and abide by Companies Core Values and the company safe driving standards

SKILLS/DIMENSIONS/EXPERIENCES:

- Excellent verbal and written communication skills
- Creative thinker, innovator
- Demonstrates technical aptitude
- Business and entrepreneurial skills and interests
- Strong one-on-one and group presentation skills
- Demonstrated leadership and teamwork
- Customer-focused
- Proficiency in computer technology
- Comfortable with risk; accepts individual responsibility and accountability

EDUCATION:

Minimum - Bachelor of Science Degree in Business, Economics, Ag Science, Biology or other related discipline.