

JOB DESCRIPTION

Kaup Forage & Turf in Norfolk, NE is hiring for a Seed Sales Specialist to join our team! Due to retirement, we have an opening for someone who has education or experience in turf, forage, and wildlife seeds. This position requires travel but not overnight, with the exception of conferences. The main duties are listed below:

MAJOR DUTIES:

*Coordinate all seed marketing programs for sales district
Organize all seed shipping activities for the District
Responsible for seed inventory management at customer locations
Develop plots to demonstrate new product benefits and strengths
Assist warehouse manager with mixing & loading when needed
Coordinate all field sign activities as needed
Build loyal relationships with current customers and key prospects
Promote professionalism personally and amongst the staff*

MINOR DUTIES:

*Watch accounts receivable and assist on sales collections
Maintain and encourage a safe work environment
May require loading and unloading trucks
All other duties as assigned or requested by manager*

REPORTS TO:

Location Manager

SUPERVISES:

Seasonal help or other employees at manager's discretion

SKILLS AND ABILITIES REQUIRED:

*Good understanding of forage, turf, cover crop, and wildlife seeds
Interpersonal skills and sales mentality
Excellent written and oral communication skills
Strong sales and marketing skills*

EDUCATION/CERTIFICATES/LICENSE REQUIRED:

*Knowledge of required safety equipment
College graduate or 4-years experience
Ability to work towards Certified Crop Advisor (CCA) endorsement*

ON-THE-JOB HAZARDS/WORKING CONDITIONS:

*Ability to work under busy conditions
Will be lifting up to 50 pounds frequently*