



US Based Sales Agronomist

Overview

Croptimistic Technology Inc. is an international AgTech company looking to grow our amazing sales team. Our market leading technology, SWAT MAPS, is a turn-key variable rate process that produces high fidelity soil, water, and topography maps for zone management during variable rate application. We sell in a B2B environment with our focus on agronomic service providers. The end product for the farm customer is a prescription file for applying seed and fertilizer with variable rate capable equipment. Learn more about our technology and unique process at www.swatmaps.com.

We are seeking to fill a US based sales role. As mentioned, we distribute our core technology by partnering with local agronomic service companies (B2B) who either want to scale up their variable rate business or enter into the market of variable rate prescription writing. This role will be dedicated to creating a pipeline of interested agronomy service companies in the North Central US and ultimately close these leads and onboard them into the SWAT Ecosystem. We are looking for someone who is curious by nature and enjoys understanding the issues of our potential clients – ask, listen and engage! Our technology carries many benefits and solves many common issues faced by agronomy companies today. It will be your job to identify the pain points and demonstrate how the SWAT Ecosystem of products can help solve them.

Responsibilities

- Develop and support the US based SWAT MAPS partner network
- Demonstrate the use of variable-rate fertilizer and seed using SWAT MAPS
- Champion the SWAT MAPS and SWAT RECORDS brands in person and on social media to support the establishment of new developing markets.
- Attend strategic trade shows, events and marketing opportunities.
- Identify local ways to promote the brand with our marketing team.
- Provide mapping support for demos using our proprietary SWAT BOX technology.
- Report directly to VP Sales

Requirements

- Degree in agriculture from a recognized College, University or CCA
- Must have a valid driver licence.
- Strong understanding of precision agriculture methods.
- Able to work independently and think strategically.
- Willing to travel across multiple States to network and complete demos of our products.
- Three years of experience selling agricultural products.
- Actively use the CRM daily to keep our customer and prospect data base accurate.

What to Expect from Croptimistic

- Competitive salary with annual bonus incentive and growth opportunities
- Attractive health benefits and 401K program
- Home office subsidy
- Work vehicle and all required equipment
- Training and development opportunities

This is a full-time position. The application deadline is February 21, 2022. Please send your resume to sales@swatmaps.com.