

## **Sales Agronomist**

Vastly is the world's largest producer of plant based fertilizer products. Vastly, also known as Tranlin, Inc., applies world-leading, proven technologies to produce highly effective plant-derived organic acid biostimulant fertilizers for consumer and agricultural use, along with tree-free co-products. Our mission is to introduce ingenious ways to make products in harmony with nature. We create a cleaner, safer, and more sustainable environment, always thoughtful of our actions. We go beyond green, growing a Vastly better world.

At Vastly, we know that our success depends on you. We have developed an environment that is fast paced, challenging, inspiring, and rewarding for our employees. We're looking for individuals who share the entrepreneurial thrill of invention and enjoy working as a team to create value for our customers. When you become part of the Vastly team, you will discover a global working environment where diverse ideas are met with enthusiasm, and individual strengths combine in a fast-paced collaborative environment.

We are currently looking for top talent to join our Sales team as a Sales Agronomist responsible for the southeastern U.S. customers. The Sales Agronomist role is responsible for managing and growing sales with an assigned customer base of current and prospective customers, developing long term relationships with our clients. Our sales agronomists work closely with manufacturers, distribution partners, and Vastly team members to execute and follow through on sales forecasts by providing customer support.

Your role will primarily include the following responsibilities:

- Conduct sales calls to promote and coordinate the profitable sale of crop nutrients, crop protection, services as well as other products offered to satisfy customer needs.
- Build strong relationships with manufacturing and distribution customers.
- Sell, promote and service Vastly's current product lines and work with Vastly's agronomists and sales team to actively launch new products.
- Build accurate territory sales forecasts for each product line which includes developing and implementing annual business plans to influence end-user demand, communicating weekly with leadership on the territory's sales pipeline to provide forecast updates.
- Responsible for attending territory trade shows and representing Vastly at conferences and other grower, retailer, or trade events.
- Identify, manage and communicate new business & marketing opportunities in the territory.

### **Essential Skill Set:**

- Strong customer focus with the ability to communicate new concepts in a conversational manner.
- Excellent communications skills which include planning, time management, negotiating, analytical, decision making and problem solving.

- Ability to read, analyze, and interpret common scientific and technical data, financial reports, and legal documents. Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community.
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.
- Self-motivated and eager to work with existing and potential customers to help grow their business.
- Understand your business targets and have a plan to achieve.
- Ability to work on your own but can also be a part of well-integrated team of professionals.
- Comprehensive understanding of crop inputs including agronomics, agricultural technology and latest trends in biologicals in crop production.
- Flexible with time management, travel and able to work extended hours as required.
- Ability to work with MS Office including Outlook, Excel, PowerPoint and Windows platforms.

**Requirements:**

This position requires working from home and requires frequent travel within the assigned territory. A

- Bachelor's degree (B.A.) from four-year college or university in Agronomy or Agriculture preferred with a minimum of 3 years of sales experience in the agronomic industry in crop protection/nutrients;
- or 5-6 years of sales experience in the agronomic industry in crop protection/nutrients, or equivalent combination of education and experience.
- Crop Advisor Certification (CCA) preferred.

This is a full-time permanent position; salary will depend on candidate's education and experience. Vastly offers a competitive salary, bonus and benefits package. If you would like to be considered for this position please send your **resume** to: [careers@vastly.com](mailto:careers@vastly.com)