

Career Opportunities

1. District Manager, Eastern Nebraska & Western Iowa – Ag Sales

Company Background

Precision Laboratories, Inc. is a leading provider of specialized chemistries applied to plants, seed, soil and water to maximize resource and biological performance potential while stewarding the environment.

With a passion for innovation and efficacy, the Precision name has come to be synonymous with excellence. Integrity drives our relationships with customers and employees, quality defines our product formulations and delivery of value in every application is our goal. The principles, coupled with a dedication to establishing long-term customer and employee relationships, have been our focus since the company's founding in 1962.

Eastern Nebraska and Western Iowa Ag Sales Position Overview

The District Manager (DM) is a field based sales position within the Agricultural Sales Business Unit. This DM position serves as the company's primary sales resource for all product related initiatives in the agricultural market in Western Iowa from I-35 west into Eastern Nebraska.

Product initiatives will be in row crop agriculture, seed treatment applications and specialty agriculture. Primary focus will be on sales of proprietary adjuvant, seed enhancement and foliar nutrition technologies to agricultural retailers.

The DM will have primary sales responsibility for all agricultural retail customers in this designated geography.

Key Responsibilities:

1. Increase sales and market share of adjuvant, seed enhancement and foliar nutrition products in assigned geographic area and accounts of responsibility.
2. Develop and achieve product mix objectives for strategic products.
3. Manage sales activity in area to achieve profit objectives.
4. Manage the company's customer mix objectives within area of responsibility.
5. Effectively communicate core product technical advantages to end users/resellers through educational sessions/ presentations with customers.
6. Develop and maintain local technical expertise on core products.
7. Develop and maintain working relationship with spheres of influence in area of responsibility including local university contacts, basic manufacturer representatives and crop consultants.
8. Develop annual customer/product specific demand forecast and implement territory business plan to efficiently utilize budgeted resources and maximize effectiveness.
9. Identify and communicate competitive activity and/or trends in area of responsibility.
10. Manage a customer relationship management database via daily entries to identify customer needs and trends.
11. Manage skill set and career development efforts consistent with company growth objectives.

Reporting Relationship

The District Manager reports directly to the Vice President of Agricultural Sales.

Requirements

Qualified candidates will have:

1. A minimum of 5 years agricultural sales experience calling on retailers in this geography. Past experience selling agricultural chemistry is a must.
2. A successful, documented track record in meeting and exceeding sales objectives/ quotas over a 5 year period in agricultural sales.
3. Strong presentation, written and oral communication skills, as well as the demonstrated ability to work as part of a team.
4. Organizational capabilities consistent with the requirements for a productive, effective and successful remote office-based professional.
5. Ability to travel within territory, averaging 2 nights per week of overnight stay.
6. Experience with Strategic Account Management or similar concepts involving large businesses with multiple layers of decision making.
7. Familiarity with and residence within western Iowa or eastern Nebraska territory.
8. Experience in basic manufacturer, agricultural cooperative and distribution organizations a plus.
9. A degree in Agronomy, Plant Science, Agricultural Business related field of studies beneficial.

Compensation

We offer a competitive base salary with bonus program that pays out above industry standards, 401(k), profit sharing, health insurance and company car.

Acknowledgment:

This job description describes the general nature and level of work performed by an employee assigned to this position. It does not state or imply that these are the only duties and responsibilities assigned to the job. The employee may be required to perform other job-related duties as requested by management.

We invite you to review the Precision Laboratories website to gain a greater appreciation of the products we bring to market. If you believe your background & experience match the requirements of this position, we encourage you to submit your resume! If you are self-motivated with a genuine desire to partner with an innovative company that strives for excellence in all customer relationships; please submit your application.

2. District Manager, Missouri – Ag Sales

Company Background

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Position Overview

The District Manager (DM) is a field based sales position within the Agricultural Sales Business Unit.

This DM position serves as the company's primary sales resource for all product related initiatives in the agricultural market in the state of Missouri.

Product initiatives will be in row crop agriculture, seed treatment applications and specialty agriculture. Primary focus will be on sales of proprietary adjuvant, seed enhancement and foliar nutrition technologies to agricultural retailers.

The DM will have primary sales responsibility for all agricultural retail customers in this designated geography.

Key Responsibilities:

1. Increase sales and market share of adjuvant, seed enhancement and foliar nutrition products in assigned geographic area and accounts of responsibility.
2. Develop and achieve product mix objectives for strategic products.
3. Manage sales activity in area to achieve profit objectives.
4. Manage the company's customer mix objectives within area of responsibility.
5. Effectively communicate core product technical advantages to end users/resellers through educational sessions/ presentations with customers.
6. Develop and maintain local technical expertise on core products.
7. Develop and maintain working relationship with spheres of influence in area of responsibility including local university contacts, basic manufacturer representatives and crop consultants.
8. Develop annual customer/product specific demand forecast and implement territory business plan to efficiently utilize budgeted resources and maximize effectiveness.
9. Identify and communicate competitive activity and/or trends in area of responsibility.
10. Manage a customer relationship management database via daily entries to identify customer needs and trends.
11. Manage skill set and career development efforts consistent with company growth objectives.

Reporting Relationship

The District Manager reports directly to the Vice President of Agricultural Sales.

Requirements

Qualified candidates will have:

1. A minimum of 5 years agricultural sales experience calling on retailers in this geography. Past experience selling agricultural chemistry is a must.
2. A successful, documented track record in meeting and exceeding sales objectives/ quotas over a 5 year period in agricultural sales.
3. Strong presentation, written and oral communication skills, as well as the demonstrated ability to work as part of a team.
4. Organizational capabilities consistent with the requirements for a productive, effective and successful remote office-based professional.
5. Ability to travel within territory, averaging 2 nights per week of overnight stay.
6. Experience with Strategic Account Management or similar concepts involving large businesses with multiple layers of decision making.
7. Familiarity with and residence within the state of Missouri.
8. Experience in basic manufacturer, agricultural cooperative and distribution organizations a plus.
9. A degree in Agronomy, Plant Science, Agricultural Business related field of studies beneficial.

Compensation

We offer a competitive base salary with bonus program that pays out above industry standards, 401(k), profit sharing, health insurance and company car.

Acknowledgment:

This job description describes the general nature and level of work performed by an employee assigned to this position. It does not state or imply that these are the only duties and responsibilities assigned to the job. The employee may be required to perform other job-related duties as requested by management.

We invite you to review the Precision Laboratories website to gain a greater appreciation of the products we bring to market. If you believe your background & experience match the requirements of this position, we encourage you to submit your resume! If you are self-motivated with a genuine desire to partner with an innovative company that strives for excellence in all customer relationships; please submit your application.