

TITLE: Regional Sales Director**CLASSIFICATION:** Full-Time Exempt**DEPARTMENT:****SUPERVISES:** None

Business Development/Sales

DATE REVISED: 07/18/2017**REPORTS TO:** President

We are seeking experienced salespeople for our sales-driven environment.

Join an elite, select team of sellers and enjoy a healthy initial base salary, strong mentoring and coaching, and an uncapped compensation structure. Stewart-Peterson's premier ag commodity pricing service can mean the difference between the success and failure of our farmer clients. Reporting directly to our president, you have the latitude to develop your own business strategies and to pursue opportunities in your territory. You will be in a control-your-own-destiny environment.

With sales skills and ability to work with agribusinesses, we want to hear from you today!

Purpose of Position

The Regional Sales Director is responsible for selling Stewart-Peterson ag commodity pricing services, and more specifically, Market360. Reporting to the president, you are responsible for identifying, pursuing and converting business opportunities that align with our philosophy. In particular, design quarterly marketing plans, and execute those plans in your territory. You will develop ongoing relationships with agribusiness/producer prospects, customers and industry influencers (i.e., ag bankers), and maintain a professional image of the company. A high level of integrity and a passion for agribusiness and selling are crucial to this role.

Ideal Candidate

Stewart-Peterson is seeking individuals with a passion for opening new ag markets and selling, a hunter mentality, and a drive to succeed. To this end, the following qualifications and skills are crucial:

- Self-motivated, with high energy and an engaging level of enthusiasm
- Exceptional verbal communication and in-person presentation skills
- Excellent listening skills
- Self-awareness of your own skills and challenges
- Keen awareness of another's words and actions to identify a prospect's level of interest
- Demonstrated ability to convert prospects to clients while maintaining established sales goals
- Professional demeanor, selling style, and appearance
- Experience in opportunity qualification, pre-visit planning, call control, account development, time management, and managing a book of business. Experience in market or territory planning is helpful.
- Ability to work individually and as part of a team
- Ability to build and maintain lasting relationships
- Strong written communication skills

While a financial services/commodities background is not required, a Series 3 license is required. Thus, the position requires an analytical facility, including:

- Strong knowledge of financial principles
- Ability to perform basic calculations and mathematical figures

Other information:

- 25 to 50% time traveling is required.
- Expected hours weekly: 40+
- Flexibility to work around schedules of prospective clients
- Must possess a valid driver's license

Background

Thirty years ago, Stewart-Peterson was founded on the idea that commodity price management success is predicated on three essential – and consistently overlooked – ingredients.

- First, a strategic, holistic, and analytical approach to price management prepares clients for wherever the market goes, rather than where people think it might go.
- Secondly, effective marketing goes hand-in-hand with helping clients execute on decisions consistently, with discipline, and with an eye toward how each decision fits into an overall strategy.
- Finally, clients need to feel confident and comfortable in the decisions they make by understanding how the decisions are designed to work and how they fit into their overall pricing strategy.

Fifteen years ago, Stewart-Peterson's client-focused approach to meeting client needs resulted in Market360, the first-of-its-kind strategic commodity marketing service. Originally, the product was introduced to grain producers, and has since expanded into a broad array of commodities for both purchasers and producers, including dairy, fuel, beef, and coffee. To help us accelerate the success of Market360, Stewart-Peterson is seeking motivated, client-centric and smart individuals to help us penetrate existing markets more fully and to open and expand newer markets.

Disclaimer

The above information has been designed to indicate the general nature of work performed by employees in this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job. Duties and requirements are subject to change at any time. A formal job description is available upon request.