

GreenLeaf Genetics, LLC.

JOB DESCRIPTION

JOB TITLE:	Genetics Sales Manager	
REPORTS TO:	Vice President, Sales and Marketing	
DEPT:	Sales & Marketing	
LOCATION:	Regional	DATE: February 4, 2010

JOB PURPOSE

Since 2007, GreenLeaf Genetics LLC (GreenLeaf Genetics), a joint venture between Syngenta Seeds, Inc. and Pioneer Hi-Bred International, Inc., has licensed elite genetics and facilitated trait licenses to independent seed companies. GreenLeaf Genetics is a reliable source of cutting edge trait stacks and proprietary genetics, delivered through a collaborative business approach empowering independent seed companies to differentiate, profit, and thrive. We are seeking a Genetics Sales Manager to join our team and help fuel our continued rapid trajectory of growth. You'll be a part of a company that truly puts customers first – which is why our customers are even more enthusiastic about our growth than we! In this role, you'll accurately and enthusiastically position elite corn genetics and traits of Pioneer, Syngenta, and other originators to independent seed companies in the United States. Provide supporting information on product performance and production characteristics to help customers select products that best fit their business objectives, market approach, and geographic sales area. Customer accounts will be assigned to accommodate your desired home location anywhere in the corn belt and customer compatibility with your selling style.

DUTIES/RESPONSIBILITIES

% of Time

- Product Selling:** (35%)
Meet with customers during key periods of the year and present GreenLeaf Genetics product portfolio, make product recommendations consistent with the customer's needs, and secure business agreements and parent seed sale orders. To be successful, Genetic Sales Manager will need to intimately understand the customer's unique business challenges and needs so you can help them differentiate profit and thrive.
- Product Identification:** (25%)
Identify elite corn genetics and create a portfolio of products that meet or exceed performance criteria and expectations of customers.
- Product Training:** (15%)
Train and help customers identify and position products for their unique sales footprint. This includes securing customer participation in our annual field days and training programs.
- Product Testing:** (10%)
Position GreenLeaf Genetics' Advantage Trial cooperative testing protocols with customers, and support analysis, interpretation, and summary of testing results.
- Product Information:** (10%)
Collaborate to develop product release presentations and guides for distribution to customers.
- Product Forecasting:** (5%)
Provide timely and accurate inbred parent seed and experimental hybrid plot seed forecasts to Supply Chain.

PROBLEM SOLVING

Example problems or issues encountered by a person in this job.

1. Customer uncertainty with hybrid or inbred performance within their sales footprint. Use data and selling skills to overcome barriers and objections to secure hybrid production by customer and proper positioning with farmers.
2. Helping customers overcome restrictive agreements they have with other trait/genetics providers.

DECISION MAKING

Decisions routinely made on the job including the results/outcomes of those decisions.

1. Screen and identify the annual elite new class of products to be released by GreenLeaf Genetics based on customer product needs assessments and GreenLeaf Genetics' business objectives. Provide accurate production forecasts for those products. Successful result or outcome would be the release of new inbred lines that achieve rapid and significant sales for customers and GreenLeaf.
2. Determine and coordinate GreenLeaf Genetics' resources to maximize key account business and profits.

KNOWLEDGE, SKILLS, COMPETENCIES AND EXPERIENCE

Knowledge, experience, special skills or abilities required to perform this job.

1. Strong knowledge of corn germplasm and traits.
2. At least 10 years corn/soybean industry experience.
3. Excellent interpersonal, verbal, and written communication skills.
4. Strong team player and cooperative attitude with fellow employees.
5. Demonstrated ability to sell a technically based product.
6. Strong goal oriented focus to meet GreenLeaf Genetics financial targets.
7. Willingness to travel extensively at certain periods of the year and spend time in corn and/or soybean fields viewing products with customers.
8. Friendly, honest, sincere, and outgoing personality who enjoys meeting and working with customers to help their business differentiate, profit and thrive.
9. Strong knowledge of Microsoft Office suite of programs and database/analysis programs.

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or requirements. The principal duties and responsibilities enumerated are all essential job functions except those that begin with the word "May."

INTERESTED IN APPLYING?

Please submit a resume & cover letter to resume@greenleafgenetics.com