

OIL·DRI

JOB OPENING

Job Title: AgChem Sales Representative
Department: Agricultural Division
Reports to: General Manager Crop and Horticultural Group

Position Summary:

The responsibility of the individual is to develop new high value applications/opportunities for the division while servicing the needs of existing customers and meeting sales goals for his/her territory. The individual will be expected to sell a range of Oil-Dri products, which currently include the Agsorb and Verge brands, to a variety of end users including formulators of chemical and biological pesticides, fertilizer manufacturers, seed producers, and other specialized high value applications.

Responsibilities:

- To uncover new high value applications and opportunities for the division.
- To establish good working relationships with AgChem formulators throughout numerous departments in their companies. These departments may include procurement, sales, marketing, as well as upper management.
- The individual will be expected to surface new opportunities and funnel required development work needed to the Innovation Center.
- Travel will be required. Extent of travel will depend on where the individual lives and where the territory is. Typically two or three days a week are required.
- To provide feedback of our products performance in the field, as well as competitive initiatives that affect marketing of our products.
- To take on special projects/assignments related to the business.

Qualifications/Requirements:

- Minimum BS degree in Science (Chemistry, Biology, Material Sciences) preferred, but technical degree in Agriculture or Horticulture also accepted.
- Minimum 5-8 years in sales, preferable in of AgChem related products.
- Business/ project management skills desired.
- Excellent interpersonal communication and presentation skills.
- Proficiency in Outlook, Word, Powerpoint and Excel.

If interested please contact Kerstin Falvey, PHR at 312-706-3212 or email kersin.falvey@oildri.com