

There is one open position available in each of the following areas:

- CA (Northern)
- CA (Coastal)
- CA (South Central Valley)
- FL (Northern)
- FL (Southern)
- WA (East of the Cascades)

TERRITORY SALES MANAGER:

The Territory Sales Manager (TSM) conducts full cycle sales activities, with key growers and market influencer. Working closely with the Territory Account Manager, the person is responsible for developing and implementing an agreed upon Territory Business Plan which will meet business goals in the sales and marketing areas. In conjunction with building strong and long-term relationships, the primary role of the TSM is to create demand and provide high-level of service and support to an agreed upon list of large and key growers in the sales territory. The TSM spends approximately 90% of their time dedicated to working directly with growers and key market influencers including independent PCA's and CCA's. The TSM partners with the marketing, product development and sales support teams to achieve revenue goals, long-term account goals, and enhanced customer satisfaction consistent with the company's high standards.

RESPONSIBILITIES AND DUTIES:

- Develop an annual territory business plan to drive business in key focus markets.
- Build and manage long-term relationships with a list of key growers to effectively create demand for the company's portfolio of products and increase market share.
- Manage the sales process via a Customer Relation Management (CRM) system to monitor progress with assigned key grower accounts.
- Implement grower demos as a key strategy to increase grower experience with company's products.
- Establish product-specific goals with each assigned grower and monitor progress against goals.
- Effectively communicate with Territory Account Manager to ensure grower customers are properly serviced by the distribution channel.
- Meet or exceed agreed upon sales goals.
- Develop strong internal working relationships with key MBI colleagues in Sales, Marketing, Product Development, R&D and key administrative personnel.
- Participate, present, and/or display at key industry meetings as needed.
- Cultivate a leadership role in all product performance inquiries in assigned territory.
- Other duties as assigned.

QUALIFICATIONS:

- B.S. degree in Life Sciences or an agriculture-related field.
- A minimum of 3 years of sales experience with pesticide products or other relevant experience.
- Bio-pesticide experience is preferred but not required.
- PCA or CCA required or acquired within a year of hiring.
- Interpersonal skills required to communicate, advise, negotiate or influence others.
- Planning skills required to organize, prioritize, schedule and coordinate work activities for multiple projects.
- Good computer skills, including solid working knowledge of Microsoft Office Suite, and excellent written/verbal communication skills.
Must be in possession of a valid driver's license.
- The successful candidate must reside within their assigned territory.

ESSENTIAL MENTAL AND PHYSICAL FUNCTIONS:

Working Requirements:

Ability to sit at a desk for extended periods. Utilizing extensive use of computer, keyboard, mouse and monitor.

Ability to drive a vehicle for extended period of times to different locations.

Ability to lift at least 40 pounds.

Work may also be required in a venue such as a hotel or other organization's meeting room, conference, or convention space with the possible inclusion of weekends.

Ability to walk in and around agricultural production sites to evaluate pest populations and crop conditions in all weather conditions.

Overnight travel to annual meetings/conferences (up to 7 consecutive days) required; overnight travel to other meetings (typically 1-5 consecutive days); inclusion of weekends may be involved.

Mental Requirements:

Ability to work with frequent interruptions and changes in workload priorities, ability to prioritize tasks, ability to maintain strict confidentiality.

Travel:

Ability to travel routinely domestically 25% - 50% of the time via car or by air.

The individual should appreciate our entrepreneurial, fast-paced, agile, and dynamic work setting. He/she should be enthusiastic and energetic, goal-driven, and highly motivated to complete tasks in a timely, efficient manner. The candidate should also thrive in a strong team

environment, be a self-starter and comfortable speaking up in company meetings. An individual who is positive, interactive, resourceful and creative in problem solving by thinking "out of the box" will be highly valued in this role. Finally, this individual, must be a strong believer in the future of biologicals for pest management and plant health.

COMPENSATION:

The salary range is competitive. MBI offers a comprehensive benefits package including stock options, a 401(k) plan with employer match, and a health plan including medical and dental coverage, life insurance coverage, long term disability, and a flexible spending account for dependent care and/or medical expenses.

The above is a list of essential duties and responsibilities for this position. This list is not all-inclusive. This job description may be modified as needed.

MBI is an equal-opportunity employer. A pre-employment drug screen will be required.

CONTACT:

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TO APPLY GO TO: <https://marronebioinnovations.com/company/careers/>