



LIQUI-GROW RETAIL SALES

Retail Sales Person – Responsible for the marketing of fertilizer, crop protection and seed products manufactured and/or distributed by Twin State Inc.

To achieve the goals of a successful sales person in our organization your daily and career goals must include the following:

- Participate in all training activities pursuant to gaining knowledge of all products and the benefits to the farmer when applied to their fields/crops
- Stay current on new company and industry products and trends and how they will benefit your customer base and impact your location
- Participate in CCA training and obtain certification within two years
- Develop a current customer list and comprehensive prospect list – GOAL to maintain and grow sales and develop a plan to gain new accounts
- Develop a schedule for completing an adequate number of current customer sales calls and cold calls
- Take soil samples and do the necessary scouting of the customer's fields to develop the proper recommendation for fertilizer and herbicide/pesticide applications
- Keep the manager and team fully informed of all operations – coordinate with the manager a plan for application of customer purchased products in a timely manner
- Work with your location manager obtaining support in meeting your individual sales goals
- Assist in the collection of all customer account
- Treat co-workers, vendors and visitors with respect
- Conduct yourself in a professional manner and remember that you are a representative of Liqui-Grow. Work to create and maintain a positive image for Liqui-Grow, the facility where you work and yourself in the community.