Sales Development Representative  
*Location: Lubbock, Texas*

Do you have a passion for agriculture and a desire to help farmers while being on the cutting edge of Ag Tech? Sales Development Representatives are directly responsible for the success of Agrellus. By growing both producer and dealer client bases, you will be on the front lines of changing the way producers purchase their inputs.

**Responsibilities**

- Placing outbound calls to farmers and dealers creating awareness of the Agrellus offering and closing sales
- Become proficient in engaging farmers and dealers in conversations and fostering relationships with both
- Strive to meet/exceed daily and monthly performance metrics
- Qualify leads through collecting relevant information
- Work with management to contribute to the “Sales Playbook” in order to further the growth of the Sales Development team’s strategies
- Identify farmer and dealer needs that are not currently being serviced and communicate these ideas to management
- Engage farmers and promote quick interaction with the platform
- Utilize (CRM) and other softwares to manage, prioritize, and develop a sales pipeline

**Qualifications**

- Must be willing to work in a fast paced, friendly but competitive work environment
- Demonstrated ability to effectively and confidently communicate offerings telephonically
- Passion for innovation in agriculture and creating a more competitive market for farmers to trade in
- Understanding of agriculture and the market that you will be serving
- Existing relationships with producers and dealers is a plus
- Bachelor’s degree in an agricultural related field is a plus