

Technical Sales Representatives

Biobee USA is a subsidiary of BioBee Biological Systems Ltd, one of the global leaders in Biocontrol. BioBee produces beneficial mites, insects, and nematodes as part of IPM programs for conventional and organic farming. BioBee is known for its high-quality products portfolio and its professional technical team.

BioBee is looking for sales representatives in the following Locations:

- California

Scope:

The Technical Sales Representative is responsible for developing and managing the sales of BioBee products to the specialty crops markets such as ornamental, cannabis, hemp, strawberry, vegetable, soft fruits, and fruit trees.

This will be accomplished by:

- Implement sales strategies to achieve sales objectives in the assigned territory.
- Support the customer's needs by calling on distributors and growers in the territory.
- Promote BioBee products as the first line of defense in crop protection pest control programs in conventional and organic farming.
- Develop an Integrated Pest Management (IPM) programs for specialty crops in greenhouses and in open fields, with the support of BioBee technical team.
- Participate in trade shows, exhibitions, growers' meetings, and seminars.
- Initiate and manage academic and extension service studies in-order to learn and promote BioBee product portfolio.
- Create and manage experts and opinion leaders' network to support BioBee brand awareness.
- Identify sales opportunities and new products ideas.
- Provide timely competitive market intelligence.

Required Skills / Experience:

- BA/BS degree in horticulture, agriculture, or similar experience. A degree in entomology is a plus. MS is a plus.
- Preferred 3+ years' experience in agriculture or horticulture technical sales
- Have knowledge and familiarity with biocontrol distribution channels in the region.
- Experience with creating IPM programs and crops scouting.
- Have a strong interest in biological crop protection.
- Ability to recognize pests and diseases, with knowledge of available control products.
- Knowledge of grower cultural practices
- Ability to work independently.
- Willing to travel on business up to 60% including international travel.
- Identify, prioritize, set, and achieve goals with efficiency.
- Strong communication skills. Communicate effectively, both verbally and written in English.
- Negotiate, mediate, and resolve conflicts.
- Prepare documents and presentations using Windows 365®.

Desired Skills/ Experience:

- CCA/PCA certification (must if position in CA)

We offer

- A challenging job with a high degree of independence and creativity in a dynamic, innovative, growing, and global company.
- A competitive salary with benefits.
- A challenging job in the biocontrol developing industry.
- Interaction with BioBee global technical and sales team

Compensation: Salaried position (overtime exempt)

The candidate must have the required permits to work in the US.

Please apply with a cover letter and resume to HR at biobee.us If you are interested.

BioBee USA is an Equal Opportunity Employer. Qualified applicants will be considered without regard to race, color, religion, gender, national origin, age, sexual orientation, marital or veteran status, disability, or any other legally protected status. <https://www.dol.gov/ofccp/regs/compliance/posters/pdf/eeopost.pdf>