



Wehmeyer Seed

Wehmeyer Seed Company

Job Title: Sales Associate

About Us:

Wehmeyer Seed Company is a leading player in the agricultural seed industry, committed to providing high-quality seed to farmers. We specialize in developing and distributing innovative seed varieties that contribute to increased crop yields and sustainable agriculture. We are looking for a dedicated Sales Associate to join our team and ensure the smooth flow of agricultural seed from production to distribution.

Job Description:

This position is responsible for assisting in the overall daily clerical, administrative, organizational, and scheduling functions of the sales department. The associate will be a self motivator, dedicated to getting the job done and be organized.

Duties/Responsibilities:

1. Shipping Logistics Coordination

- a. Manage daily shipping schedule and route plan for delivery drivers
- b. Deliver seed to customers and Sales Reps as needed

2. Box and Pallet Inventory Management

- a. Create soybean and wheat box return system to ensure all boxes are returned to Wehmeyer Seed by deadlines
- b. Coordinate pallet returns as available

3. Spray Drone Management

- a. Maintain all certifications and licenses needed
- b. Manage the day to day operations of the spray drone, including inventory management of fungicides and adjuvants, field mapping, and documentation
- c. Sell drone application services and products

4. Plot Inventory Management

- a. Plan and manage plot seed packages for wheat, corn and soybeans by trial deadlines
- b. Bag, stage, and manage plot seed shipments
- c. Assist in planting and harvesting local wheat, corn and soybean plots

5. Sales

- a. Assist in greeting incoming phone calls, handle customer requests or direct them to the proper destination
- b. Perform field activities such as field inspections
- c. Perform sample gathering
- d. Attend company meetings and training sessions in pursuit of continuing education on products, agronomy and business knowledge
- e. Support office departments in assisting with customer inquiries

Knowledge, Skills, and Ability Required:

- 2-3 years of on-the-job or related agricultural experience preferred
- Associates Degree in ag related field preferred

How to Apply:

Interested candidates should submit their resume and a cover letter detailing their relevant experience to john.howell@wehmeyerseed.com. Please include "Sales Associate Application" in the subject line of your email.

Wehmeyer Seed Company is an equal opportunity employer and welcomes applications from all backgrounds to apply. We thank all applicants for their interest, but only those selected for an interview will be contacted.

Wehmeyer Seed's Core Values

Work Hard. Work Smart - Be Committed to the Team - Be Professional - Pursue Excellence - Do the Right Thing