

# Example of Sales / Field Job Description

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Our company is growing rapidly and is searching for experienced candidates for the position of sales / field. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for sales / field

- Assist in the establishment, maintenance, and evaluation of field test plots designed to determine the efficacy of pesticides on insects, weeds, and plant diseases of agronomic concern
- Develop proficiency with Net Suite to generate Opportunities, Quotes, and searches for various data
- Develop proficiency with administrative tools including Outlook, Concur, SAP, Ozone, LMS
- Develop proficiency with Elton inventory control software
- Function as a resource for the Area Sales Manager
- Develop a functional understanding of key accounts in the territory
- Prospect and identify new opportunities
- Provide in-service training on microscopes
- Attend Basic technical and sales training sessions

## Qualifications for sales / field

- Complete internal audits as required
- Managing/supporting Golden Circle and the Brilliant platform
- 5+ year's applicable sales or related experience in a similar or related industry - labeling, packaging, PSM materials (tapes, graphics viscomm, commercial print, etc)
- Undergraduate degree in Business Management or related field preferred or equivalent experience

- Manage complex technical, operational and financial issues