



1761 N Dilleys Road, Suite 107 Gurnee, IL 60031

## Ag Solutions Sales Specialist – Entry Level

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<b>EMPLOYEE:</b>	OPEN	<b>DEPARTMENT:</b>	Sales
<b>FLSA STATUS:</b>	Nonexempt/40 hours/Salaried	<b>REPORTS TO:</b>	VP of Sales & Marketing
<b>HIRING RANGE:</b>	\$XX,000 - \$YY,000		

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### COMPANY OVERVIEW:

Seedbox Solution is an innovator in reusable packaging, focused on agriculture, with a specialty in bulk plastic seed box manufacturing, products, and services. We are headquartered in Gurnee, IL, with operations across America's heartland, including a production facility in Central Illinois and western Iowa. Since 2015, we have made reusable packaging solutions better, easier to use, and more affordable.

### LOCATION:

Good Hope, IL / Macomb, IL

### SUMMARY:

The Ag Solutions Sales Specialist will be a working member of the Seedbox Solution Sales Department. The sales department is responsible for the management of sales of products and services along with our proprietary technology devices. The Sales Specialist will work closely with the VP of Sales, Director of Business Development, National Sales Manager and Sales Assistant to manage assigned KPI's. KPI's include order management, prospecting new opportunities, assisting marketing, customer surveys, customer service, tele-sales and direct customer visits. KPI's under the New Business Development team will be inside and outside support to IOT technical services and implementation. The position will involve working out of our Good Hope, IL factory/sales office during the training period of 12-18 months.

### DUTIES AND RESPONSIBILITIES:

- Complete a paid 12-18-month sales development program

Sales Trainee

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www.seedboxsolution.com



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## JOB DESCRIPTION

- Develop and maintain partnerships with business, and channel partners
- Use sales tools to identify and prioritize sales leads
- Understand the business from order entry to order completion
- Promote new and existing products at trade events
- Understand the customer base and effectively prospect for new business
- Develop and implement effective sales strategies to drive sales growth in assigned territory and target accounts
- Conduct market research to understand emerging trends and industry patterns
- Evaluate product portfolio and propose customized solutions to meet customer requirements
- Prepare detailed proposals and sales contracts
- Ensure high customer satisfaction through excellent sales service and follow-up
- Develop and maintain relationships with key clients and industry professionals
- Meet or exceed annual sales targets
- Participate in industry events and conferences to network and increase market knowledge

### **QUALIFICATIONS, EXPERIENCE, AND EDUCATION:**

- Currently enrolled in a 4-year college or university and or recently graduated/graduating by June 1<sup>st</sup> 2025
- Possible degree paths for Ag Solutions Sales Specialist position include Sales, Marketing, Advertising, Ag Business, Management, Agriculture and Packaging. Additional majors may apply if having matching skill sets, we require
- Excellent written and verbal communication skills
- Self-directed, able to work without daily supervision
- Energetic, desire to win, positive attitude, background in agriculture or understanding of agricultural industry with knowledge of row crops such as corn, soy, wheat and cotton a plus

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- Experience with CRM (Customer Relationship Management) systems (Salesforce is a plus)
- Proficient with Microsoft Word, Power Point, and Excel
- Excellent written and verbal communication skills a must. Will be working closely with a variety of individuals across a wide range of positions
- Strong customer service skills are required to support sales and execution
- Background in agriculture with understanding of farming with emphasis on row crops such as corn and soybeans
- Role can work remotely after training term has been completed. Remote location needs to be in the greater Midwest with travel distance within five hours of the core territory layout. Interaction with the company's products and support team/office in Good Hope, IL is required for this role.

### **CLOSING OVERVIEW:**

Seedbox Solution is extremely proud of its product, people, and culture. We invest in individuals who are looking to make decisions, drive change and have a legitimate impact on their work, the market we service and their colleagues. This role as Ag Solutions Sales Specialist provides the right candidate with the opportunity to learn the business from the ground up. Understanding how each department compliments one another and directly impacts our customer we find profoundly important. If you feel that that you're the right person for this role, we encourage you to apply today and look forward to reviewing your resume!

### **DISCLAIMER AND ACKNOWLEDGEMENT**

The information presented indicates the general nature and level of work expected of employees in this classification. It is not designed to contain, or to be interpreted as, a comprehensive inventory of all duties, responsibilities, qualifications, and objectives required of employees assigned to this job. Seedbox Solution is an equal opportunity employer and does not discriminate against any employee or applicant for employment because of age, race, religion,

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# JOB DESCRIPTION

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color, disability, sex, sexual orientation or national origin. Job Type: Full-time Benefits: 401(k) matching, Dental insurance, Disability insurance, Flexible spending account, Health insurance, Paid time off, Travel reimbursement, Vision insurance, EBITDA Bonus opportunity.

**THIS IS NOT A CONTRACT OF EMPLOMENT. EMPLOYMENT REMAINS AT-WILL AND MAY BE TERMINATED BY EITHER PARTY AT ANY TIME, WITH OR WITHOUT NOTICE OR REASON.**

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Employee's Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Supervisor's Signature

\_\_\_\_\_  
Date