

Sales Representative (Remote) - Agricultural Aerial GPS Applicator and Fleet Management Solution - USA/Canada



Seller Info

Name: Tabula
Email: recruitment@tracmap.com
Company Name: Tabula
First Name: Sarah
Last Name: Lindsay
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Additional Email:
About Me:

Listing details

: AAU5788
Job Type: Full Time
Job Title: Sales Representative (Remote) - Agricultural Aerial GPS Applicator and Fleet Management Solution - USA/Canada

Job Description:

Sales Representative (Remote) - Agricultural Aerial GPS Applicator and Fleet Management Solution - USA/Canada

Tabula is expanding our Agriculture Aviation and Ground Business Development Team - Tabula, formerly TracMap, is a GPS-guided proof of application and job management system that gives landowners and their contractors certainty. At the core of our offer is the seamless mapping and recording of a whole array of day-to-day operations, such as fertilizer spreading and spraying. Tabula allows you to effortlessly control the work on your land and to have certainty that jobs have been completed accurately. The system automatically stores detailed data, which you can refer back to any time to prove compliance and drive efficiency and productivity gains. And importantly, over time, this data becomes a knowledge bank for landowners that will endure through generations, protecting and growing the value of your land. Due to continued growth in the United States, Tabula is hiring a new member of our Sales Team for the United States region to focus on our AirVision System. This position will be remote and require a home office environment. Applicants should have experience working remotely and must have a private home office environment to be considered. We are seeking someone with Ag experience related to aerial and ground applicator services only. The position will require

existing knowledge of that aspect of business. Familiarity with Aerial Applicator GPS solutions and applicator job management software a significant plus. Strong sales experience and experience in solution sales is preferred. Experience with selling to municipal organizations a plus.

About the role: The Business Development Team is responsible for maintaining our existing sales, growing new business, and technically supporting our products within the Agriculture, Mosquito, Forestry, Horticulture, Fire and Utility industries. This position is a key contributor to ensuring the continued growth within the aviation market of GPS hardware and software guidance solutions.

You will be responsible for the following: Visiting customers; building and promoting strong customer relationships by partnering with them t

Additional Information:

Focusing on growth, willing to grow the business in line with strategic planning by maximizing existing and establishing new client relationships to increase sales revenue and profitability. Identifying emerging markets and market shifts while being fully aware of new products and competitor activity. Developing a deep understanding of AirVision products and how they provide value to our customers, being able to understand customer needs, demonstrate value and overcome objections. Meeting KPI's around lead generation and sales success. Following our CRM best practice, recording activity, maintaining notes on customer interactions, and keeping records up to date. Attending trade shows and events to represent the company and generate leads.

The Individual:

This role will suit someone that has previous experience in a high-performance environment dealing with agricultural customers. You will be the primary facing contact with customers, and it is expected that you are able to communicate professionally and attend regular events to demonstrate our products, all while keeping up to date on emerging trends and technology. In return, we are offering a role that has the opportunity for growth and development, a base salary of \$60k, plus a generous commission and bonus program that will reward success providing a total earning potential being well over \$100k. This is an excellent opportunity to join an innovative company that is experiencing rapid growth and success.

To apply, please send your CV and cover letter to recruitment@tabula.live

Location Information

Country:	New Zealand
State/Province:	Otago
City:	Mosgiel
Posted:	2 years ago