

Regional Sales and Key Account Manager for California and Oregon (f / m / d)

METOS[®] USA, a manufacturer's representative of Pessl Instruments GmbH, produces monitoring systems and software for agricultural businesses, consulting firms or research centers that collect, store, process and directly transfer the data to the password protected platform www.fieldclimate.com or to other platforms via API. The data collected is used for irrigation scheduling, crop protection, nutrition and insect monitoring. METOS[®] USA started operating as an independent, strategic marketing entity in January 2014 in Rancho Cordova, California.

YOUR RESPONSIBILITIES

This is a full-time hybrid role of working remotely. As a **Regional Sales Manager and Key Account Manager for California and Oregon (F / M / D)**, you must be self-driven, and able to develop new business while managing existing clients. You will manage sales targets, build relationships with new and existing clients, attend expos and promote the METOS[®] USA product line.

QUALIFICATIONS

- 5+ years of successful experience in the agricultural industry and/or knowledge of the Irrigation industry technology solutions
- Understanding of agronomy, irrigation and disease models (DSS)
- Bachelor's degree or higher in Business Administration, Agriculture or related field
- Excellent written and verbal communication skills
- Ability to manage time and prioritize effectively
- Demonstrated ability to develop and maintain positive relationships with clients
- Ability to travel approximately 50-60% of the time
- Experience with Salesforce or other CRM tools

WE OFFER

- Good base salary with Sales Commissions
- Commission bonuses account for a large percentage of the salesperson's earnings and boost personal income
- Use of a company car is included in base salary and is a common benefit for the KAM as can be used privately as well
- Health insurance is part of the salary package
- Work-life balance: We value work-life balance and offer flexible scheduling options

If you want to learn more and clarify initial questions personally, please contact us at **431-877-7799** or marty.cook@metos.ca. The contact person for this job advertisement is Marty Cook, President of METOS North America Cluster.



Metos USA • 3239 Monier Cir #3, Rancho Cordova, CA 95742, United States
Marty COOK | President of METOS North America Cluster | 431-877-7799