



200 Capitol Way  
Jacksonville, IL 62650  
217.997.5511  
www.burruseed.com

## Career Opportunity: Account Manager

Burrus Brothers & Associated Growers – Jacksonville, IL

### Job Description

Burrus is seeking an experienced and energetic sales professional to join our team. The Account Manager position is a member of the Burrus sales team, responsible for the growth, development, and management of a territory consistent with the overall strategy of the Burrus organization. The selected candidate will work closely with a Sales Agronomist in the territory and report directly to a Regional Sales Manager.

### Duties & Responsibilities

- Exceed sales expectations annually by selling directly to growers and/or through a dealer network
- Call on growers in a specified territory, including cold calling, delivering presentations, and closing sales
- Ensure customer satisfaction and build positive long-term business relationships
- Effectively communicate with customers, co-workers, and management
- Develop and deliver formal proposals and presentations, appropriately addressing the grower's needs
- Analyze market conditions, competition, trends, issues, and opportunities
- Build an annual sales plan for the territory to grow volume and market share within the assigned area
- Effectively utilize sales tools provided by management including Sugar CRM, SeedWare and MyFarms
- Assist Sales Managers with training new hires and interns
- Other duties as needed

### Required Skills & Experience

A post-secondary education degree is required. The candidate should be a self-motivated individual with excellent written and oral communication skills. The candidate should also display an ability to provide and take direction, be proficient with computer and technologies, organization skills, and a strong work ethic. The ability to lift at least 70 lbs. and a valid driver's license with insurable driving record are required.

### Company Description

Burrus Hybrids, founded in 1935, is a multi-generational, family owned, land based corn, soybean, and alfalfa seed company with a multi-brand strategy providing consistent performance and outstanding value to growers in the Burrus sales footprint (Illinois, E. Iowa, N. Missouri, S. Wisconsin, and W. Indiana).

### Additional Information

Type: Full time, salary

Reports to: Sales Manager

Office Location: Burrus headquarters – Jacksonville, IL

Territory Coverage: TBD with team

**Interested candidates, please submit resume to [burrus.seed@burruseed.com](mailto:burrus.seed@burruseed.com)**