



EFC Systems, Inc.
9015 Overlook BLVD
Brentwood, TN 37027

Career Posting: Sales Representative

Location: Brentwood, TN or Ames, IA

EFC Systems, Inc. (EFC) is committed to delivering a clear and consistent message to our clients regarding the benefits and features of our software solutions that are focused on the agri-business supply chain. We are increasing bandwidth on our outside sales team by adding multiple Sales Representatives to support the growing demand for our solutions.

What You Will Do:

- Identify sales opportunities for both our E.R.P/financial and Precision / Field Data Management solution to agri-business retailers of all sizes
- Work with interested prospects throughout the entire sales process to demonstrate value and make them aware of our solutions
- Coordinate in person and/or online meetings between prospective clients and appropriate resources to demonstrate the capabilities of our solutions
- Conduct research and discovery to identify key decisions makers/companies that you should target
- Track your sales prospects and activities in our CRM platform.
- Assist in our ongoing sales efforts to advance our sales strategy by providing client feedback based on your customer interactions
- Participate in trade shows and events that showcase our offerings

Requirements and Skills:

- Experienced professional with at least three years of sales competence selling to Ag Retailers.
- Professional interpersonal skills with knowledge of the agricultural supply chain
- Ability to demonstrate credibility, competence and subject matter expertise in the sales process for agribusiness related technology solutions
- Initiative and passion to convey our value proposition with the ability to "sell change"
- A self- performer able to independently and as part of a team, yet accomplish duties and tasks without close supervision
- A Bachelor's degree in a relevant field is preferred

About the Company:

EFC Systems has been in business since 1988 and provides Agri-business applications and technology related services to our clients. The fast-paced, entrepreneurial culture of EFC Systems requires dynamic, motivated and enthusiastic individuals who work well independently and/or as part of a team.

If you are interested in receiving additional information please email resume, salary history / requirements and a brief description explaining your ideal career opportunity to mmoore@efcsystems.com.

Benefits:

Salary commensurate with experience plus commission.
Attractive paid time off, 401k, medical & more.