



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

**Career Posting: Sales Representative**

**Locations: Midwest**

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 adding bandwidth to our outside sales team by adding multiple Sales Representatives to support the growing demand for our solution. This individual is not only responsible for that to join our team in order to drive to work closely with our senior team help craft our marketing message and verify we are coordinated for industry specific shows.

**What You Will Do:**

- Identify sales opportunities for both our E.R.P/financial and/or 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 our Client Services team to demonstrate the capabilities of our solutions
- Conduct research and discovery to identify key decisions makers/companies that you should target and enter all information in our CRM
- 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 sales professional with at least five years of ag-related sales competence
- 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](mailto:mmoore@efcsystems.com).

Benefits: Attractive paid time off, 401k, medical, disability & more