



Greenhouse Structure Sales Manager – USA & CANADA

Netafim USA is the largest subsidiary of the global irrigation, agronomy, and automation leader Netafim Ltd. Our business purpose is to “Help the world grow more with less”. The world’s need for food is growing quickly and yet our global resources are limited. Netafim provides agricultural solutions that enable the world to grow more food, using less water, in a more sustainable way. We are a purpose driven company that was founded by farmers, for farmers. As a subsidiary of a global company our people come from all over the world. They share values such as mutual cooperation, loyalty, dedication, and team support. Our employees work closely with our customers and are committed to providing quality service to everyone we interact and do business with. Our US headquarters and manufacturing facilities are located in Fresno, CA. We employ approximately 270 team members throughout the US and over 5,000 team members globally. You can learn more about our company and the Netafim experience at the following link <https://youtu.be/1UzignHCkmM>

AM I A GOOD FIT FOR THIS EXCITING OPPORTUNITY?

This is a full-time salaried exempt Sales role (with KILLER benefits), reporting to our Vice President of Sales, Specialty Markets. Ideal candidates will:

- Demonstrate ability to consistently maintain a high level of focused activity
- Be an aggressive risk-taker who is results-oriented, pro-active and has a high degree of personal accountability and self-direction
- Consistently stretch to achieve higher levels of performance and efficiency
- Demonstrate excellent oral and written communication skills, sound judgment, and incorporate company goals into personal goals
- Hold themselves to the highest standard of ethics and integrity and practice Company values on a day-to-day basis

PRIMARY AREAS OF RESPONSIBILITY

- Supports the development of territory/regional marketing strategies
- Increase project sales while expending Netafim share of wallet from irrigation & control solution into full turnkey solutions
- Increase project lead generation
- Facilitate sales promotion activities including seminars, lectures, participation in conferences and exhibitions
- Implement efficient communication and support interfaces for sales while collaborating with GBU, the Division and the corporate GH unit
- Direct responsibility for business results and objectives defined regarding sales/ clients/ projects/ products etc.



- Build local networking; Identify local influencers, subcontractors and expand the cooperation with local suppliers and potential partners
- Creation of effective work interfaces, coordination and knowledge sharing with project teams
- Identify local technologies and solution providers and establish long term relationship
- Research and assess the efficacy, marketing, price points, and key similarities and differences of competing products for communications to growers, farm managers and business owners
- Ensures federal and state regulations pertaining to GH structures and technologies are observed and adhered to

ADDITIONAL RESPONSIBILITIES

- Drive sales of the complete Netafim line
- Maintain a consistent presence in the market with a heavy call volume
- Have finely tuned presentation skills and the ability to close
- Manage the defined sales territory through accurate forecasting, expense budgeting, market, and competitor analysis and other related duties
- Maintain comprehensive and accurate territory records
- Conduct educational seminars, tours, and assists in managing demonstration plots
- Call on regular or prospective customers to solicit orders
- Meets or exceeds sales goals for sales, net income, and market-share
- Demonstrates products and points out salable features, develops local sales tools, and marketing programs
- Help develop sales presentations, specification documentation and various marketing or sales materials for the promotion, training, or education of Netafim products
- Provide product education to all customer groups ensuring the complete understanding of Netafim product features, advantages, and benefits, pricing, credit terms and durability
- Promotes products at trade shows and conferences
- Assist in market research and competitor information
- Strong commitment to annual personal development
- Maintain active sales account history

PROFICIENCIES

Business

- Understanding of the selling, marketing, and financial aspects of managing a business at the territory level
- Must be able to relate to the needs of end-users, specifiers, wholesalers and other influencers in the chain of sale
- Must be adept at selling a high-value package of products and services

Technical

- Ability to understand the design, installation, and maintenance of an irrigation system and the benefits to a prospective customer

**Interpersonal**

- Ability to achieve results while working with diverse personality types and styles, both internal and external. Positive contributions in a high-energy team environment will be expected
- Must be able to interact professionally with external and internal customers (product management, customer service, marketing, etc.)

REQUIREMENTS

- Valid driver's license required
- Ability to be covered on company insurance policy

Education

- Bachelor's degree preferred; or equivalent experience

Experience

- Manufacturing, production or related operations experience required

Physical

- Ability to safely bend, reach, and lift boxes and office supplies up to 40 lbs. in and out of vehicle

Travel

- Travel daily by a company provided vehicle and some by airline
- Travel will be up to 50% overnight