



Regional Sales Associate

Full time, year round, exempt, based in Wolcott, VT

Salary range \$29,000 to \$43,500 annually

Position Summary: High Mowing Organic Seeds is a leader in the organic seed, farming, and food community. We value our unique opportunity to meet the growing demand for professional-quality organic seeds. We seek an experienced sales representative to build new relationships and deepen existing relationships with customers, broaden our exposure and grow our revenue. This position is primarily focused on selling to commercial growers through both inbound and outbound channels.

Reports to: Sales Manager

To Apply: Email resume, cover letter, and references to jobs@highmowingseeds.com. Please put the job title in subject line.

Responsibilities:

- Conduct outreach calls and visits to organic vegetable farms in order to reach or exceed sales goals.
- Develop expert knowledge of the varieties of vegetables, flowers, and herbs that High Mowing Organic Seeds and its partners are breeding, producing and selling as well as those of High Mowing's competitors.
- Learn from growers about wholesale and direct market demands and help growers meet those demands.
- Share trends and insights gathered from communication with customers and growers with Sales, Marketing and Product Development teams.
- Represent High Mowing Organic Seeds at tradeshow and conferences, including making presentations about new techniques, varieties, research and other topics.
- Assist in the development of marketing materials, blog articles and other materials as needed, in cooperation with the Marketing Department.

Skills and Qualifications:

- Three to five years of experience with commercial organic vegetable production or broad knowledge of commercial vegetable varieties and organic farming techniques
- Proven relationship builder and sales closer.
- Enjoys outreach on the phone and in-person.
- Practical working knowledge of seed production, breeding, and conducting trials.

- Strong computer skills and ability to learn new programs quickly with excellent working knowledge of Microsoft Office programs, especially Excel
- Excellent organizational and prioritization skills with strong written and verbal communication skills
- Ability to remain friendly, calm, and positive in the midst of challenging interactions.
- Confidence in ability to work independently and execute complicated tasks without intensive supervision.
- Willingness to ask questions and respond constructively to feedback.
- Ability to adapt to change and thrive in a rapidly growing work environment.
- Sense of humor and positive attitude.
- Bachelors of Science Degree; Agriculture, Horticulture, Soil Science or similar field preferred.