

Title: Account Manager

Reports to: VP Technology Sales

City: Albuquerque

State: NM

Summary:

Sino-Science North America Photobiotech (SNAP) is an agriculture technology company dedicated to the promotion and use of agriculture equipment focused on LED grow lighting and hydroponic grow systems for controlled environment agriculture and vertical farming.

SNAP has an immediate need for a full time Account Manager to assist in meeting sales and business development goals. The position is based in Albuquerque, NM but handles customers globally.

Job Description Summary:

The ideal candidate will have experience working in and with agriculture companies and products including hydroponic grow systems and agriculture lighting. They must be comfortable working with commercial, industrial, and institutional customers in the agriculture industry. The candidate will be responsible for generating revenue by soliciting and obtaining orders, has strong technical product understanding and can interpret technical requirements, and can effectively present and interact with end users and customers.

Essential Duties and Responsibilities:

- Cultivate end user relationships, develop effective value propositions, and negotiate complex contracts to close deals
- Familiar with inside sales process and is comfortable with managing customer accounts
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Work effectively with application engineers to provide technical evaluations to end customers
- Identify and follow up with partnership opportunities to quickly grow the business
- Leverage industry relationships to sell LED agriculture lighting and hydroponic grow systems for commercial and industrial interior farm projects including controlled environment facilities, greenhouse, and nutraceutical grow facilities
- Communicate sales strategies to channel partners including agents, representatives, and distributors
- Represent and provide market exposure for products and services at industry events, conferences, and trade shows
- Assist in creating marketing materials, managing the company website, creating sales and marketing brochures
- Provide after sales support and troubleshooting, reporting, and tracking problems
- Other Sales and Marketing activities as may be needed from time to time

Requirements:

- 2-3 years of sales experience in the agriculture/horticulture industry
- Proven track record in customer relationship building
- Effective communication, interpersonal, planning and organizational skills
- Demonstrated experience in contract negotiation and closing sales
- Detail oriented and able to work with limited supervision
- Strong computer skills
- Willing to travel 20%-30% within the USA and internationally as needed
- Strong contacts within the agriculture industry

Minimum Education:

- Bachelor's degree, masters preferred