



Technical Sales Representative - CA/AZ

The Company:

Vestaron is a company dedicated to improving the safety, efficacy and sustainability of crop protection through migration from synthetic pesticides to peptide-based biopesticides. Vestaron is initially focused on a class of peptides that kill insect pests efficiently, but are safe for humans, beneficial insects and the environment. As part of this, the company has developed a proprietary platform for peptide optimization, fermentation-based peptide production and *in planta* expression that will allow it to develop a wide variety of biologic crop protection and trait solutions. Vestaron is the winner of the inaugural 2015 Bernard Blum Award for novel biocontrol solutions.

The Opportunity:

Vestaron Corp. has an exciting opportunity for a Technical Sales Representative serving California & Arizona. If you have an entrepreneurial passion for providing new technical solutions to growers and dealers and helping to develop a high-performance start-up culture this job is for you!

To be successful in this role, you must have a strong understanding of the agricultural insecticide markets in CA and be highly organized able to manage multiple projects and key stakeholders.

Responsibilities:

Responsibilities may also include additional marketing duties as assigned:

- Responsible for the management of customer accounts, identify and develop new prospects.
- Focus on sales targets, business development, building customer relationships and resolving customer issues.
- Develop and execute account plan, negotiating to meet sales targets
- Prepare sales presentations, call plans, proposals, and reports for internal and external communication
- Obtain and communicate market information related to sales volumes,
- Forecast customer business plans/needs
- Obtain and communicate competitive practices and assist in the assessment of competitive information
- Identify and develop new business opportunities for increased sales to existing accounts or acquiring new accounts



- Coordinate interface between customer and other company resources (technical, supply chain) to provide value added service to accounts
- Function as a Team Player with a willingness to identify issues and opportunities resulting in the development and implementation of appropriate actions.
- Requires 50% travel to service territory responsibilities.

Requirements:

- 4-year degree or equivalent combination of education and experience
- California PCA license
- Minimum of 4 years' experience in similar positions
- Experience in B2C and/or B2B companies a plus
- Experience with multi-channel retailers a plus
- Ability to prioritize and manage objectives with management and stakeholders

Why Join Us?

Join the Revolution...

With an innovative and accomplished leadership team guiding our day-to-day wins, and a Board with a long-term vision that supports our efforts, we set out daily to improve the safety, efficacy and sustainability of crop protection through migration from synthetic pesticides to peptide-based biopesticides. Our team is empowered to solve problems and find solutions that will advance the science and commercialization of peptides. If you're seeking a career that taps into your talents and contributes to harnessing the Power of Peptides® for the benefit of the environment and industry, we just may have a job for you.

We know our employees are our most valuable asset, and our culture conveys that.

Headquartered in the heart of RTP (Research Triangle Park), our office is located in the Frontier complex, a vibrant work environment where the development of restaurants, shops and hotels is underway.

Our R&D center is in Kalamazoo, MI, within the Western Michigan University Innovation Center. The 69,000-square-foot, purpose-built incubator and co-working space was created to support companies from the earliest start-ups to maturing organizations with office and conference space, high-quality shared scientific equipment and resources, and a wide range of support services.

We offer a competitive benefits package, to support the health and happiness of our staff.

We invite you to apply to join a company developing the products, processes and relationships to lead the advancement of the biological peptide industry, beginning with the pesticide markets.

An Equal Opportunity Employer



Vestaron is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind. All employment decisions at Vestaron are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV Status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate.

Headquarters

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