



Territory Manager – Northern Illinois and Wisconsin

About DPH Biologicals:

DPH Biologicals aims to be the industry's most trusted biologicals provider. We attract, develop and scale technologies improving broad market access and simplifying the grower experience with biologicals. With more than three decades invested into scientific research, field-testing, partner relationships and product development, we've built three proven product platforms – BellaTrove® for biocontrols; TerraTrove® for biofertility and biodigesters; and RegenAphex™, a regenerative, plant based humus extract that serves as a foundation for our flagship biofertilizer SP-1 Classic and a platform for third-party technological development.

Role purpose:

DPH Biological has an exciting opportunity for a Territory Sales Manager for Northern Illinois and Wisconsin.

The Territory Manager role is responsible for implementing the direct sales process with selected Strategic Accounts to drive market share growth. You will develop relationships with key accounts to grow the total DPH Biological Portfolio, in addition to the account management responsibilities the Territory Manager is also responsible for connecting with, training, team-selling, and portfolio planning with partner sellers.

How will you help us grow? It matters to us, and it matters to you!

Accountabilities:

- Responsible for net revenue targets and life cycle management of the DPH Biological portfolio.
- Build and create demand for DPH Biological portfolio of products with the most influential and progressive Distributors and farming operations in your geography.
- Focus on a selected list of strategic accounts to build and drive significant growth and meet assigned unit and revenue targets.
- Champion customer success by coordinating purposeful, customized activities and direct customer support to build trust in DPH Biologicals.
- Develop a deep understanding of customer needs and provide feedback to the organization on sales effectiveness, product performance, program effectiveness, and competitive activity.
- Develop a clear and consistent value proposition to assist growers in achieving higher profitability.
- Suggest improvements or alternative tactics to help achieve commercial area and regional goals.
- Prospect. Increase penetration by reengaging prospects, understanding their decision-making process, and building business partnerships that result in net new revenue.
- Leverage and promote the DPH portfolio and support the demand creation process by instilling technical positioning knowledge in partners.



- Core responsibility is demo plot strategy, agronomy meetings, in-field teaching, in-season and summer trainings combined with providing the right support materials regarding DPH products to key partners both internal and external.

Knowledge and Experience:

- Bachelor's degree in Agriculture Science, Business, Marketing required, will consider other degrees with related field sales experience.
- 7 years of Ag sales or field agronomy experience, managing and coaching individuals. Bachelor's degree required.
- Must be able to sell, negotiate, and influence key accounts.
- Agronomy and crop production practices preferred
- Have an understanding of the key fertility and crop protection product offerings in the territory
- Understand changing market dynamics (forecasting, product/marketing input) and build a network of large growers to drive increased farm-gate demand within the territory.
- Excellent oral and written communication skills
- Ability to effectively operate collaboratively in a highly dynamic and informal environment
- Ability to travel 25% of time outside of your territory

This position description is intended to be a tool to describe the primary purpose of the job and the key duties and responsibilities. The position description may not be inclusive of all duties and job assignments. Job duties and responsibilities may be added, deleted, and/or revised at the discretion of management. This is a description of the way this position currently is being performed and does not address the potential for accommodation, which would be addressed on a case-by-case basis.