

OUTSIDE SALES SUPPORT

TriEst Ag Group, Inc. is an expanding market leader in soil solutions; including soil fumigation, irrigation, fertilizer, grafted plants, and equipment. The company's corporate headquarters is located in Greenville, NC with additional operations in North Carolina, South Carolina, Georgia, and Florida. Currently, we have an opportunity for an Outside Sales Support person in our Upper Midwest/Northeast Region. The area of concentration will be Michigan, Ohio, Indiana, Illinois, Wisconsin and Minnesota. ***Residing in the Southwest Michigan, Northern Indiana area is a requirement. Candidates who are willing to relocate to the area within three months of hire will be considered.***

Position Responsibilities:

- **Sales Support Including:**
 - Hands on technical support for sales representatives, distributors and custom applicators
 - Develop and maintain close relationships with customers to increase sales
 - Assist with demonstration trials and university replicated trials
 - Play a supporting role in logistics for product shipments and application schedules
 - Build personal product, agronomic, and market knowledge to add understanding and credibility.
 - Fumigants, Irrigation, Fertilizer, Grafted Plants and Equipment
- **Fumigation Equipment Set-up & Product Application**
 - Plumb fumigation rigs for farmers, custom applicators, distributors and TriEst rigs, etc.
 - Troubleshoot any issues on fumigation rigs, when necessary
 - Develop expertise in the calibration of various application metering devices including Orifice plates/pressure, King flow meters, Raven systems
 - Become the go-to person in the region for application equipment and flow meter technical questions
 - Must be able to drive and operate fumigation rigs as needed to support sales and R&D trials
 - Must have or be able to obtain a Pesticide Applicator's License for states within the territory
- **Irrigation Equipment Set-up**
 - Perform electrical, mechanical and plumbing work on irrigation and fertilizer injection equipment
 - Troubleshoot any issues with filters, valves, controllers and other associated irrigation equipment
 - Become the go-to person in the region for technical irrigation questions

- **General**

- Maintain company equipment
- Prepare and maintain parts requisitions, time records and other required reports and forms
- Present a professional image to our customers in all interactions
- Provide support to other employee's necessary to attain performance goals
- Attend company meetings, trade shows, field days and other events as required

- **Job Requirements:**

- Bachelor's degree in Agriculture related field is preferred but not required
- Experience in agricultural sales or support is preferred
- Excellent interpersonal and strong communication skills
- Must be able to be part of a team both in working relationships and communications
- Strong organizational and time management skills
- Ability to travel up to 50%
- Must have or be able to obtain a CDL-B license with HazMat endorsement within the first six months of employment

Pre-employment drug/alcohol testing and physical are required.

TriEst Ag offers an excellent benefits package including:

- Medical, dental, and vision insurance with company contribution to premium
- Paid Life Insurance
- Paid long-term disability insurance; short-term disability insurance offered, with company contribution to premium
- 401(k) Retirement Plan - Includes a company match, a discretionary annual company safe harbor contribution, and a discretionary profit-sharing contribution. Matching contributions are subject to maximum matching criteria and vesting requirements.
- Our final salary offer will be commensurate with your experience

TriEst Ag Group, Inc. is committed to providing equal employment opportunities without regard to race, color, religion, national origin, marital status, political affiliation, age, disability, veteran status, or sexual orientation, in accordance with federal, state and local law.

Please visit our website www.triestag.com for further company information. Interested applicants should send a resume to hr@triestag.com.