

Agricultural Sales Representative – Northern Florida

Field-Based | Fumigation | Irrigation | Specialty Crops

TriEst Ag Group is hiring an Agricultural Sales Representative to support and grow our Northern Florida territory ideally based in Gainesville, with coverage for the northern part of Florida, excluding the panhandle.

This field-based sales role focuses on soil fumigation, irrigation systems, and specialty crop solutions. The selected candidate will work directly with growers across established production regions while identifying new opportunities for market expansion.

This role is ideal for a relationship-driven agricultural sales professional who enjoys working directly with growers and building long-term territory growth.

Territory & Market Focus

The Northern Florida territory includes a diverse agricultural landscape with strong specialty crop production across the region, including potatoes, watermelons, leafy vegetables, and other high-value crops.

Production environments vary widely throughout the territory, creating demand for effective soil fumigation and irrigation solutions that support crop health, productivity, soil health, and long-term field performance.

Responsibilities

- Drive sales growth across fumigation, irrigation, and specialty crop product categories
- Develop and maintain strong grower relationships within the assigned territory
- Identify and pursue new business/customer opportunities
- Provide technical product recommendations and application guidance
- Support product trials and gather field feedback
- Collaborate with internal agronomy, logistics, and customer service teams
- Support territory planning and forecasting activities
- Represent TriEst at grower meetings and industry events
- Ensure compliance with product labels, safety standards, and regulations

Qualifications

- Valid driver's license
- Ability to travel extensively throughout the assigned multi-state territory, including overnight stays
- Residence within the territory (or willingness to relocate)
- High school diploma or equivalent; Degree in Agriculture, Agronomy, Horticulture, or related field preferred
- Ability to pass pre-employment physical and drug screening
- Strong communication, organization, and time management skills
- Ability to work independently in a field-based environment
- Experience in agricultural sales, crop input sales, or field-based sales
- Knowledge of soil fumigation, irrigation systems, fertigation, or specialty crop production
- Proficiency in Microsoft Office

Benefits

- Competitive base compensation
- Annual bonus opportunity
- 401(k) with company match
- Health, dental, and vision insurance
- Short- and long-term disability
- Life insurance
- Paid time off
- Parental leave
- FSA and HSA options



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