

Regional Business Developer – North America

GEOSYS:

GEOSYS is a world leader in supporting agricultural businesses with decision support tools that make use of the latest research results in agronomics, information and geographic technologies, with an emphasis on remote sensing. Decision support tools range from worldwide risk management and supply monitoring of ag commodities to field operations decision support to help make precision farming decisions inside the field. GEOSYS also develops customized business solutions dedicated to international agricultural companies.

GEOSYS North American headquarters are in Plymouth, MN. Geosys has offices in France, Switzerland, United States, Australia and Brazil. Geosys has joined the Land O'Lakes group in 2013, which gives unique opportunity to be leveraged in North America and other markets.

GEOSYS is fast growing and offers many advancement opportunities to its teams.

Main Job Tasks and Responsibilities:

GEOSYS is seeking a Business Developer, Sales representative to support the North American team's growth initiatives. We have an immediate need for an exceptional individual to take the lead on developing sales and achieving aggressive growth goals.

The Business developer will increase Revenue of the North American branch by selling current Geosys offers and by developing growth partnerships aligned with Geosys strategy. The Business developer will build, for approval by the Global Sales and Marketing Director, the strategies and action plans to achieve sales and profitability goals for the region.

The Business developer will play a lead role in providing feedback to local and global product marketing teams about trends and needs for product development in order to grow long term sales in key target segments.

Education and Experience:

- Ag background and tech-savvy
- Proven sales results in innovative services for actors of the agfood value chain
- Planning and organizing skills
- Decision-making skills
- Outstanding interpersonal skills and ability to work in a team environment
 - o Communication
 - o Team-player
 - o Influencing and leading
- Self-driven and adaptable
- Ability to work and deliver successfully in a constrained environment, on multiple projects running in parallel
- Excellent writing skills and ability to follow directions
- Minimum 6 years of experience
- Ability to speak French is a bonus

Conditions:

Based in our Minneapolis, MN office
Frequent travels across North America

Apply:

Please send Resume and Cover letter to careers@geosys.com