



Family Owned,
American Company
~ *Since 1972* ~

Sales Support Specialist – Full-Time

Drexel is a Family-Owned manufacturer of Agricultural Chemicals. Bob Shockey began Drexel with the commitment to providing quality products at an economical price. These are the principles that have made Drexel a leader in the agriculture, turf and ornamental chemical industry for over 40 years, as well as setting the standard for generic pesticides. We at Drexel offer a full line of Crop Protection products (liquid and dry), Adjuvants, and Nutritional.

Job Description:

This is a Sales Support role to support the activities of our US Sales Team while training in preparation to become a Sales Rep in the future. This position will learn internal processes and act as a liaison between the home office and Sales Reps working in the field. The idea is to obtain a fundamental understanding of the business while traveling with Sales Reps learning what it is that they do to be successful in their job.

We anticipate this role to last a minimum of 2 years and then transition into an open Sales Territory. This position is located in the Drexel home office in Memphis, TN. Travel is required but not expected to exceed 25%. Expect that the candidate will travel 3-4 days per month to ride and train with a Sales Rep and/or attend Industry meetings.

Core Responsibilities:

- Learn internal reporting systems, develop reports, and communicate to the Sales Team as needed.
- Attend production meetings and act as a liaison between Manufacturing and the Sales Team.
- Ride with Sales Reps in the field to learn how to become a Sales Rep.
- Learn how to develop and use a Business Plan.
 - Territory Overview, Sales History, and Goals
 - Customer Segmentation
 - Identify Focus Products
 - Positioning Statements for those Focus Products
 - Call Plan

- Align Focus products, Positioning Statements, and Call Plan with Marketing to develop complimentary Marketing campaigns.
- Work with Forecasts
- Attend various Trade Shows and Industry Meetings
- Complete Report of Calls (ROC's) using a CRM tool

Competencies:

- Action Oriented
- Adaptability
- Applied Learning
- Attentive
- Strong Initiative
- Teamwork
- Technical Knowledge and Skills

Required Education & Experience:

- Bachelor's degree in Ag Business or related degree plan is required.
- This is an early entry job. Recent college graduates are ok.
- Experience working in the Ag Business through internships is preferred.
- The ability to be told "No", adapt, and take a different approach to the opportunity is important.
- An agronomic background either through education, work, or farming background is helpful.

Compensation and Benefits:

- This is a Salary position.
- Compensation is competitive.
- A company funded retirement plan is provided.
- Full Medical benefits are available including Medical, Dental, and Vision.
- Paid time off.
- Life and Disability Insurance available.
- Company provided Cell phone and Laptop are included.

Please send your resume to:

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