



## **Western Region Manager – 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 50 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's.

### **Job Description:**

The Western Regional Manager role covers the West Coast Market which includes California, Arizona, Nevada, Utah, Oregon, Washington, and Idaho. The purpose of this role is to create demand for the Drexel Brand with Distributors in these states while at the same time developing pull through with key Retailers/Co-Ops throughout the region.

This role will have two Sales Representatives as direct reports with the intention of adding additional headcount as the business grows. In addition, the Regional Manager will have Key Account responsibilities. This is a good opportunity to build a team and grow a business as Drexel is looking to increase our Focus on the West Coast.

This is a remote position. It is fine for the candidate to be located anywhere within the area. Travel is required but not expected to exceed 50%.

### **Core Responsibilities:**

- Develop and execute a Business Plan to deliver growth within the region. Plan components include.
  - 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.
- Coach the Sales Team to focus on the right opportunities and provide them information and direction so that they can be productive each day.
- Establish Relationships with Key Stakeholders across the Territory
- Deliver Pricing and manage Pricing exceptions
- Build Forecasts
- Help the Sales Team Manage Inventory in Regional Public Warehouses
  - We have two in the geography
  - Not a huge time allocation as the Team will work from the forecast in partnership with customer service.
- Attend various Trade Shows and Industry Meetings
- Complete Report of Calls (ROC's) using a CRM tool

### **Competencies:**

- Action Oriented
- Adaptability
- Applied Learning
- Be a good listener
- Attentive
- Strong Initiative
- Teamwork
- Agronomic Knowledge and Technical Skills

### **Required Education & Experience:**

- Bachelor's degree in Ag Business or Related Degree plan is required.
- Experience managing people is required.
- 10+ years of experience in the Ag Business is required with experience in the Ag Retail sector preferred.
- The ability to be told "No", adapt, and take a different approach to the opportunity is important.
- A strong agronomic background especially with regards to CP products is preferred.

**Compensation and Benefits:**

- This is a Salary position.
- Compensation is competitive and commensurate with years of experience.
- Well defined Bonus opportunity.
- 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.
- A company vehicle, cell phone, and laptop are provided.

**Please send your resume to:**

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