



## JOB ADVERTISEMENT: TECHNICAL SALES ASSOCIATE

Vive Crop Protection is seeking an experienced  
**Technical Sales Associate**  
in MN, ND, SD, or MI

Vive Crop Protection is creating new possibilities in crop protection. We strive for excellence and this is reflected in our people. As our business grows we are looking to attract individuals with the same vision. Join a team of dynamic, motivated and passionate people.

### POSITION SUMMARY

- The Technical Sales Associate at Vive works independently, with direction from Vive's VP, Product Development, to demonstrate and improve the agronomic benefits and value of Vive's products. The position involves supporting Vive's sales and marketing team with technical support, as well as working with Vive's product development team conducting third-party research trials and trials with land grant universities. The position requires travel to Vive's core markets of the Red River Valley, Pacific Northwest, and Michigan.

### SPECIFIC RESPONSIBILITIES INCLUDE:

- Assist existing product development team to establish field evaluations of products (including new applications for existing products) with universities and contract facilities
- In-person evaluation and supervision of field biology aspects of product development (including new applications for existing products)
- Provide technical promotional literature for new products (including new applications for existing products)
- Provide technical advice, champion products and execute local support program in order to represent the Vive brand to local distributors, growers, regulators, and other influencers.
- Prepare manuscripts for publication or dissemination (e.g. journals, conferences), travel to conferences, deliver papers to conferences or other gatherings
- Review and approve literature, presentation materials and other promotional literature
- Attend and participate in brainstorming sessions (including sales, marketing and internal R&D meetings, customer meetings, etc., including occasional travel to Canada)
- Research and identify opportunities to work with customers on new projects (including attendance of customer meetings)
- Answer inquiries from customers, sales, other regions, etc. about complaints/issues on Vive's products or services; support and investigate complaints
- Support and investigate troubleshooting concerns (including review operating reports, review complaint reports, query Technical Service database, consult with peers, determine laboratory evaluation required, etc.)
- Support the qualification of existing Vive products at new or existing customers (e.g. preparing required documentation, supervising required testing, making customer presentations, etc)





- Manage training of distributors/customers/sales persons (including Vive product or sales representatives) about all products and services or other Vive benefits (e.g. joint technology, sales and marketing presentations, plant audits, etc.)

#### DECISION MAKING & ACCOUNTABILITY

- Works with direction from the VP, Product Development and uses judgment to ensure efficient use of technical support to meet and direct the company goals/needs
- Will be evaluated based on accuracy and proficiency of work as well as quality and impact of independent contributions
- Is accountable to Vive's VP, Product Development.

#### EDUCATION AND EXPERIENCE

- Bachelor's in agriculture-related discipline a minimum
- Master's degree an asset
- 3+ years of experience working in agricultural field
- Familiarity with sugar beet or potato production practices

#### KNOWLEDGE, SKILLS & ABILITIES

- Detail oriented and highly organized
- Understanding of standard trial practices, such as randomized plots, statistical analyses, disease / insect pressure ratings, etc.
- Expertise in modern agricultural production practices
- Ability to build relationships with ag retail and farmers
- Able to work both independently and in a team in a fast paced environment.

#### WORKING CONDITIONS & LOCATION

- The majority of the work will be in the field / on the road, with some office work
- The candidate is expected to work from home and travel to field sites in the Red River Valley, Michigan, and the Pacific Northwest

#### HOURS AND REMUNERATION

- The work day is considered an 8 hour day, with flexible start times per Vive's HR policies
- The position is a full-time permanent position

To apply, send your resume to [technicalsalesassociate@vivecrop.com](mailto:technicalsalesassociate@vivecrop.com)

We thank all applicants for their interest in joining our team; however, only those candidates selected for an interview will be contacted.

