

Business Associate – Local Sales Representative

Rob-See-Co is an independent, regional seed company, with roots that go back more than 125 years and five generations of the Robinson family. Inspired in response to the mergers and acquisitions that dramatically changed the seed business, we've brought back everything that makes working with a regional seed company great – with local people who have a passion for the seed business.

We are one of the fastest growing companies in the seed industry today and have our own network of experienced Business Associates throughout 15 states in the Central and Western Corn Belt. Rob-See-Co sells Rob-See-Co and Innotech® Brand corn and soybean seed, as well as W-L alfalfa and Rob-See-Co sorghum seed, offering innovative genetics and traits to match specific growing conditions throughout the region. Our passion for the seed industry drives solutions that match the farming needs of our customers. We have great opportunities for the right people!

Role Details

A Rob-See-Co Business Associate should aspire to build his/her seed business by providing extraordinary customer service, provide them with excellent product placement and strive to build long-term, trusted relationships. The Business Associate (BA) will promote our products to clients and will report directly to their Direct Sales Representative (DSR).

- Becoming a Rob-See-Co Business Associate presents recent graduates the opportunity to return to the family farm while providing another source of income opportunity as they build their seed business.
- As an independent contractor, you can build a seed business while continuing other professions that may complement your seed business.
- Deliver an uncommon level of customer service and personal relationship with your customers.
- Develop expert product knowledge to place genetics and traits properly for customer success.
- Build your own very rewarding personal business, with expert guidance, low overhead, and full support.
- You could begin your enterprise while still in school.
- Cooperatively work with the Direct Sales Representatives (“DSR”) of Rob-See-Co to build a yearly Business Sales Plan identifying potential new, trial or growth customers and territory business strategy.
- Rob-See-Co offers its BA's the opportunity to represent a unique offering to the marketplace that gives you a distinct product differentiation and work in a business model that growers today find refreshing.

Job Requirements

- Strong drive and entrepreneurial mindset
- Ability to work independently
- Strong organizational skills
- Genuine enthusiasm for sales and the art of selling
- Energy filled
- Trusted
- Customer-Focused
- Results-Oriented
- Communicative
- Team-Oriented
- Innovative

Community

- A Rob-See-Co Business Associate should be community-minded and considered a leader within their community.
- A RSC Business Associate looks for opportunities to differentiate their business by investing in their community above the budgeted branding dollars allocated.

To learn more about becoming a Business Associate contact: