

# OPPORTUNITIES

SALES MANAGER | DEALERSHIP | OPERATIONS  
INTERN | SCHOLARSHIPS



# DISTRICT SALES MANAGER

- Full-time position
- Salaried
- Profitability based commission above salary
- Unlimited earning potential
- Insurance and retirement benefits
- Furnished vehicle and fuel
- Many areas available
- Based from your home office

The Great Heart Seed District Sales Manager (DSM) position is a modern version of the traditional seedsman. It involves agronomy, sales, management and various communication methods. The position is well suited to more entrepreneurial people, who enjoy providing a lot of input from products to programs. Successful DSMs have a lot of contact with farmers and dealers who help sell; they also stay aware of what is happening in the field, especially pertaining to our products.



# PART TIME DISTRICT SALES MANAGER

- Part-time position
- Salaried
- Profitability based commission above salary
- Unlimited earning potential
- Mileage paid toward your vehicle
- Many areas available
- Based from your home office

The Part Time Great Heart Seed District Sales Manager (DSM) position is similar to the full-time position. It is expected to be a half-time employment with flexible hours for the DSM. It is a great fit for someone who farms or has other commitments but also enjoys the seed business and the added income, which can be very high. Agronomy, sales, management and communication skills are still important. There is a lot of autonomy in this position, but you are well supported by the company as well. Farmer and dealer contact is a big part of the job as you sell, stay aware of seasonal agronomy and help your people succeed.



## DEALERSHIP

- Commission based
- Possible monthly income
- Unlimited earning potential
- No required hours
- Many areas available
- Based from your home office
- Dealer determines their own level of commitment and success

Great Heart Seed Dealers have the most flexibility while maintaining a huge income potential. Dealers operate their own business and work closely with their DSM as well as their customers. They have input on testing, products, sales programs etc. The only time commitment is to themselves for what it takes to earn the amount of money desired. A good knowledge of agronomy and crop management is a plus. Dealers are often the first line of communication with Great Heart farmer-customers. A dealership is also a great fit for someone who farms or has other commitments and needs total time flexibility. A dealership can be the most profitable sales involvement with Great Heart Seed due to higher commission opportunities.

## OPERATIONS

- Full-time position
- Salaried
- Insurance and retirement benefits
- Office, production and warehouse opportunities
- Based in the Paris, IL office

In operations Great Heart Seed has positions that make the company work. In the plant, these are the people who clean, treat, package and ship the seed. A broad area of knowledge and education can benefit these positions including engineering. On the production side are people that build seed grower plans and work with those growers through field scouting, herbicide and insecticide application and into harvest. They also conduct germinations before, during and after processing. In the office are those who deal with reporting, customer service and problem solving. A good knowledge of seed company and farming operations is a benefit along with a strong set of agribusiness skills. Currently, these positions are all based out of the Paris, IL office.

## INTERN

- Opportunity to learn-by-doing in an independently owned seed company
- Gain an understanding of DSM and dealer positions within the company
- First hand experience in crop scouting and diagnosis
- Work with customers on their farms
- Help plan and execute large training and sales events
- Attend product training along side DSMs
- Learn what it takes to succeed with a sales team
- Some physical labor required
- It is a paid internship

Each spring/summer Great Heart Seed employs an intern that becomes an important part of the team. The internship does require some hard work but is designed to give the intern a deeper look into the seed business. The intern would be exposed to many aspects of operating an independent seed company that sells corn, soybeans, wheat and alfalfa, and has access to all traits.

## SCHOLARSHIPS

The role of seed is vital to American agriculture and providing food to the world. This industry is progressive and has a large impact on farmers' profitability. To continue improving the contribution of seed into the future we need outstanding people. Great Heart Seed offers scholarships to those intending to pursue a career in seed or seed sales. Those eligible are deserving current agricultural college students and graduating high school students who intend to pursue a degree in agriculture.



**GREAT HEART SEED, INC.**

**220 WEST WASHINGTON STREET, PARIS, IL 61944**

**877.243.2071**

**GREATHEARTSEED.COM**