



Valent U.S.A. Corporation

Job Opportunity

SALES REPRESENTATIVE

Valent U.S.A Corporation, a wholly owned subsidiary of Sumitomo Chemical Company, engages in the development, registration and marketing of integrated technological solutions for crop production and pest management that deliver value for our customers and stakeholders. Our vision is to be the best company delivering integrated solutions to our customers. We are known for how well we work together and how fast we learn. The outcomes of specific tasks are the results of the quality of our journey together and the dedication of our work (toward delivering integrated agronomic solutions as a region of Sumitomo Chemical's global business). Valent is dedicated to creating a world that is healthier and more comfortable and has an abundance of quality, affordable food. We are currently searching for a Sales Representative to work with our team in Lubbock, Texas.

Description of Job:

Solicit and finalize product orders to achieve annual sales and territory plan objectives. Develop and coordinate sales activities. Identify market opportunities. Administer marketing programs to promote and create interest in products and to increase product use. Maintain and develop effective working relationships with customers (i.e. dealers, growers, sales reps). Distributor account responsibility.

Skills: Planning, presentation, selling/persuasion, and negotiation skills. Excellent written and verbal communication skills. Spreadsheet, word processing. Relationship building.

Experience: More than 5 years experience in sales. Crop protection and production practices.

Knowledge: Agricultural practices; Valent USA products and customers; business priorities and strategies.

Education: BS, BA, Business, Agriculture or Sciences, or equivalent.

Other: Acceptable DMV required; work outdoors; ability to put out demonstration plots; wear respirator and other personal protection equipment. Able to move 40 lbs of products.

Interested candidates can fax or e-mail resumes to:

Fax: 925-817-5911 / Email: Jobs@valent.com

By May 23, 2009

www.valent.com

Equal Opportunity Employer