



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, sales and marketing of integrated technological solutions for crop production and pest management that deliver value for our customers and stakeholders. We are a leading crop protection firm serving the agricultural and non-crop products markets in North America. Valent products help growers produce safe and abundant food and fiber crops, and horticultural professionals improve the quality of life for their customers. The corporate motto, Products That Work, From People Who Care[®], describes the company's business philosophy. Valent seeks out and provides customers with innovative and effective solutions to their production challenges. Our vision is to be the best company delivering integrated solutions of biorational and traditional crop protection solutions to our customers. Valent is dedicated to creating a world that is healthier and more comfortable, and that has a sustainable abundance of quality, affordable food, helping crops to be the ultimate renewable resource. We are currently searching for a Sales Representative to work with our team in the San Joaquin Valley of California.

Description of Job:

Grow existing San Joaquin Valley sales results through customer focused selling approach. Manage territory including agronomic selling, account management, and business planning to consistently exceed sales targets. Activities to include: 1.) Solicit and finalize product orders to achieve annual sales and territory plan objectives. 2.) Develop and coordinate sales activities. 3.) Identify market opportunities. 4.) Administer marketing programs to promote and create interest in products and to increase product use. 5.) Maintain and develop effective working relationships with customers (i.e. PCAs, growers, distributors). 6.) Develop new product markets through market introduction activities including test plots, PCA training, and key grower trial use. 7.) Handle customer service inquiries.

Skills: Strong call planning and needs based selling skills. Attention to detail and follow-up. Strong written and verbal communication skills. Strong computer skills, including Microsoft Word, Excel, and PowerPoint. Ability to address complex situations in clear and straightforward value propositions (financial and science).

Experience: 9 - 20 years in sales, including basic chemical sales experience. Broad based product experience that includes plant growth regulators, insecticides, herbicides, miticides, and fungicides is strongly preferred. Experience with biorational products required. California PCA license required.

Education: BS or BA in business or agricultural science desired.

Other: Travel by car 75% of the time. Must be able to drive safely for long distances. Acceptable DMV report required. Able to move 40 lbs. of product.

Interested candidates can fax or e-mail resumes to:

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

By March 31, 2010

www.valent.com

Equal Opportunity Employer



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Sumitomo Chemical Company, a 20 billion dollar business, includes over 100 subsidiaries and affiliates operating in six business sectors - basic chemicals, petrochemicals and plastics, fine chemicals, IT-related chemicals, agricultural chemicals, and pharmaceuticals - and supplies a broad range of products for global markets. Sumitomo Chemical was thus founded as a company that sought to solve environmental problems while at the same time aiming to contribute to the development of agriculture. Sumitomo Chemical Company conducts research & development to invent new chemistry in agricultural chemicals and new applications of existing chemicals and functional fertilizers in order to provide productive and environmentally friendly crop protection agents and labor-reducing farm technologies. www.sumitomo-chem.co.jp/english/ir/index.html.