



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 Professional Products team in the Midwest.

Description of Job:

Solicit and finalize product orders to achieve annual sales and territory plan objectives. Develop and coordinate sales activities. Gather credit and business information. Identify market opportunities. Administer marketing programs to promote and create interest in products and to increase product use. Receives technical information and training on product use. Assess product orders, shipments, customer satisfaction and opportunities and/or obstacles. Maintain and develop effective working relationships with customers (i.e. distributors, growers, sales reps).

Skills: Planning, presentation, selling/persuasion and negotiation skills. Excellent written and verbal communication skills, spreadsheet and word processing. Knowledge of and relationships in the turf distribution channel.

Experience: 5-10+ years of professional products, ornamental and turf markets, or related business experience; which may include crop protection practices, internal applications, pest control techniques, pesticide products and their uses, pesticide advertising and marketing. Turf industry experience a must.

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

Other: Pest control Advisor's license if required by state. Must be able to drive safely for long distances. Acceptable DMV report required. Ability to put out demonstration plots and wear respirator and eye shields.

Interested candidates can fax or e-mail resumes to:

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

By June 30, 2009

www.valent.com

Equal Opportunity Employer