



SALES REPRESENTATIVE

YottaMark (www.yottamark.com) solutions deliver instant product traceability and authentication, anywhere, anytime. At a time when food safety is on the top of everyone's mind, our HarvestMark solution allows fresh food buyers and sellers to instantly trace produce, meat and seafood back to the harvest. HarvestMark enhances food safety, and delivers a new marketing and communication platform, connecting all the players in the supply chain, including the consumer. HarvestMark is built on the YottaMark Authentication Platform, which is also used to authenticate products and deter counterfeiting and diversion in global industries, including pharmaceuticals and electronics.

We are an innovative venture-backed software-as-a-service company with deep skills in workflow, packaging, security, supply chain operations, and large-scale web-based applications. We are seeking a highly talented and energetic **Sales Representative** to help develop new business and expand existing account relationships for fresh food traceability. The successful candidate will have deep ties in the produce industry, and be energized by delivering solutions to enhance food safety and help customers grow revenues and market share.

Job Description

- Develop territory sales plan, working with sales management
- Master pricing and positioning of the HarvestMark solution
- Sell consultatively to growers, packer/shippers, and processors in the Southeast section of the country, with a focus on Florida and Georgia
- Listen well to customer needs and articulate requirements to marketing and solution engineering
- Consistently meet or exceed booking and revenue plan
- Grow customer base while maintaining high levels of customer satisfaction
- Co-sell with HarvestMark partners to amplify YottaMark and partner revenue generation

Job Requirements

- Deep understanding of the produce industry, with established high quality account relationships and contacts
- Knowledge of and experience with field packed and line packed commodities
- Connection to packer/shippers and repackers
- Demonstrated success developing new business
- Strong presentation and communication skills, with the ability to present to operations and marketing buyers, including executive presentations
- Successful solution or consultative selling experience
- A foundation in one of the following: food safety, harvest management, produce ERP, warehouse management, distribution management
- At least 5 years demonstrated success selling solutions to the produce industry
- BS/BA required. Food or agriculture degree desired.
- Alignment with the core YottaMark values of Integrity, Trust, Vigilance, Innovation and a fun work environment.

If you have the skills and experience listed above along with a passion for helping to create a great company, please submit your resume to jobs@yottamark.com. Please include "Sales Representative" in the subject line.

We look forward to hearing from you!