



Business Development Manager

Overview: FieldWatch® is a non-profit company that promotes communication, cooperation and collaboration between growers, beekeepers, and pesticide applicators in support of ongoing stewardship activities. The vision of FieldWatch is to be a nationally recognized agriculture collaborative with the preferred easy-to-use, accurate and secure crop, apiary and field worker registries. We do this work through our technology platforms: DriftWatch, BeeCheck, CropCheck, FieldCheck. Learn more at www.fieldwatch.com

Job Purpose: Serves FieldWatch by providing product and services information to current and potential users and members. Interact with customers to grow and promote FieldWatch and all user registries. Identify and develop new FieldWatch members.

Business Development Job Duties and Responsibilities:

- Educate current and potential clients of the value and benefit of FieldWatch.
- Build and develop relationships with new FieldWatch members.
- Respond to emails from users, potential users, members and other parties.
- Respond to calls and voice mails from current and potential FieldWatch members
- Track accounts, contacts, and activities in ZOHO Customer Relationship Management system
- Work with customer service on new accounts and past due FieldWatch accounts
- Updates and maintains the DriftWatch, BeeCheck, CropCheck, FieldCheck, and SeedFieldCheck registries as needed and as directed by the President. Utilizes the FieldWatch admin tool to monitor and adjust site and user activity.
- Provide updates to customer service for the FieldWatch website.
- Work with users by phone and email to address issues (renewals, deletions, difficulties with mapping).
- Review and update user guides for the website and posts to the FieldWatch website
- Keeps open communication with Customer Service and President through a weekly meeting to discuss updates and issues.
- Participate in agriculture related shows as needed (i.e. MAGIE, FPS, NASDA)
- Review promotional materials and update as needed.
- Utilizes demo sites to test, evaluate and provide feedback on changes and enhancements prior to introduction onto live site.
- Recommends potential products or services to President by collecting customer information and analyzing customer needs.
- Prepares and submits monthly report to President of significant tasks and accomplishments.
- Formulate and implement marketing, branding and developmental strategies that will ensure consistency across the markets and enhance support and revenue from the diverse agricultural stakeholders.



Skills/Qualifications:

- Minimum of bachelor's degree required
- Be self-motivated and able to work independently
- Demonstrated marketing/business acumen
- Ability to manage diverse stakeholder facilitation and leadership; be able to exercise situational leadership skills ranging from task management to strategic leadership
- Possess effective presentation skills to serve as spokesperson
- Be comfortable working with a Board of diverse individuals representing a diverse set of priorities and be able to effectively take direction from the Board
- Possess excellent interpersonal skills that are reflected in an ability to interact professionally with all levels of FieldWatch members as well as executives from professional organizations, governments and people in the industry (grower to CEO)
- Have excellent communication skills (verbal and written)
- Possess knowledge of production agriculture, mapping technology (preferred) and the issues that currently affect FieldWatch
- Have strength in problem solving; be able to handle changes and challenges in a positive and graceful manner
- Be an advocate of agriculture and its benefit to the world
- Possess organizational skills that will permit managing work efficiently as well as working on several projects simultaneously, each at a different level of development

Schedule: Full – time. Please indicate your availability.

Location: Virtual with Midwest availability

Travel: Travel required (moderate 30 to 40%)

Benefits: Please provide your salary requirements. Compensation package will be offered including 401(k).

Submissions due by November 6, 2020. Please electronically submit resumé, cover letter, salary requirements and availability to: info@fieldwatch.com

Updated: October 2020