

OPPORTUNITY HIGHLIGHTS:**Director, Business Development Manager
Aker Technologies, Inc.**

- Are you a sales professional with a passion for agriculture and the agribusinesses producing the commodities that feed, clothe, and fuel the world?
- Are you a motivated, curious, self-starter interested in being a part of an entrepreneurial environment?
- Are you also excited about the future of ag tech and potential of smart technology?
- Are you ready for the unique challenge of further expanding the reach and profitability of a venture-backed precision agricultural technology company with a mandate to optimize inputs and strengthen yields?
- Can you visualize calling on large input manufacturers and retailers as part of a team presenting a state-of-the-art product designed to analyze multiple growth variables to maximize crop input efficacy?
- How about along the way participating in an uncapped incentive program and sharing in the growth of the company, via stock?

Aker Technologies, Inc. www.aker.ag is leading the crop diagnostics landscape with innovation, scalability, and field data collection providing actionable insights that help producers make profitable crop input and treatment decisions. Aker brings together expertise in aerospace, robotics, and computer vision to build a patented drone solution (TrueCause™) for detecting pests, diseases, and fertility issues inside the canopy of crop fields. Aker believes that in-season crop monitoring is fundamental, therefore the goal is to build the best agronomic hardware and software tools to support the entire industry. As the demand for efficient, sustainable agriculture increases alongside a burgeoning global population, Aker supplies a cutting-edge solution, The Aker Solution, that employs a mosaic of precision ag technology providing prompt and detailed crop health data.

Healthy Fields. Record Yields.

Check it out: www.aker.ag/capabilities

Aker's mission is simple:

Deliver timely and actionable field insights that accelerate precision farming practices which maximize plant health and yield.

Why is this beneficial for you?

Farming and technology are intertwined, and a major goal has always been to develop high yield crop sustainability. For ag professionals in need of timely and high-resolution field knowledge and input interaction anywhere, Aker provides autonomous collection and machine learning technology that measures in-field disease, pests and fertility deficiencies above and under the crop canopy. Global brands like Bayer and BASF trust Aker to find field insights beyond existing remote sensing methods to drive better input decisions and crop outcomes.

Technology helps producers understand their crops better now than at any other point in human history and long-term trends point to the continued development of precision ag practices. The reality is that farming has changed and smart ag tech will play an integral role in a new rural landscape. The advancement of artificial intelligence, digital imagery, and drone technology has led to a paradigm shift in field data collection, data aggregation, and crop management. These emerging technologies need sales professionals who understand the worlds of farming and agribusiness as well as embrace the future of agriculture.

Aker provides a fast-paced, innovative, and entrepreneurial environment with sharp individuals possessing very diverse backgrounds across multiple disciplines. If you are an agriculture sales professional, this could be exactly the right opportunity to build something special and to actively realize a sustainable vision created to improve our global food supply.

COMPANY INFORMATION:

Founded in 2016, Aker is a venture-backed precision agricultural startup headquartered in St. Louis, MO. They are an innovation leader in evaluating crop health to enable precision farming. Aker believes that in-season crop monitoring is key to optimize inputs, yield and drive profitability. Consequently, Aker is dedicated to building the best in-season agronomic hardware and software tools to support the entire industry.

Aker brings expertise in aerospace, robotics, and computer vision to build a patented drone solution (TrueCause™) for detecting pests, diseases and fertility issues inside the canopy of crop fields. Your contribution will drive the market expansion and fast adoption of Aker's platform around the globe to shape the future of precision agriculture with better plant health analytics. Aker's patented, automated, and smart technology takes field data collection to the next level. Overhead, under the canopy, and even down to the soil line, Aker provides nationwide reliable, actionable crop health and pest maps that drive financially smart treatment decisions.

In addition to seamlessly importing field information from Climate and other FIMS systems, their national network of drone pilots and agronomists are prepared to gather and analyze field data throughout the growing season on demand—anywhere. Crop Health Maps diagnose problem spots or notice changes in plant health over time using high resolution drone-based RGB and multispectral (NDVI, NDRE) crop health imagery. Aker’s services, which include drone technology, the patented TrueCause sensor, and machine-learned crop analytics, drive smart, cost-effective, and sustainable treatments that build and drive grower trust. Think of what they provide as like a blood test for crop diagnostics. Aker can offer insight that is unparalleled and then bring the right ideas/solutions to the growers.

The Aker Solution provides field and plant monitoring, reporting, on-farm trial management, data retention and integration. To achieve this, Aker offers sharp, cutting-edge, modern technology-based tools and solutions. Aker is uniquely positioned to bring together input and treatment with ag technology.

Check out the Case Studies to get a sense of how it all works:

www.aker.ag/case-studies

You can also check out Aker’s growing Newsroom page:

www.aker.ag/category/press

LEADERSHIP TEAM:

The team at Aker is made up of a diverse blend of backgrounds and disciplines. The team environment is collaborative; each teammate provides an integral spark that drives the engine of company success: www.aker.ag/meet-the-team

Orlando Saez, CEO & Co-founder

[linkedin.com/in/osaez](https://www.linkedin.com/in/osaez)

Dave Zar, CTO - Chief Technology Officer

[linkedin.com/in/dmzar](https://www.linkedin.com/in/dmzar)

Alyssa Cho, Agronomy Lead

[linkedin.com/in/alyssa-cho-30141342](https://www.linkedin.com/in/alyssa-cho-30141342)

John Krupela, Product Lead

[linkedin.com/in/jkrupela](https://www.linkedin.com/in/jkrupela)

Sean McQueen, Operations Manager

[linkedin.com/in/sean-mcqueen-20479865](https://www.linkedin.com/in/sean-mcqueen-20479865)

THE ROLE:

Director, Business Development Manager is the official title for the role. Aker's primary business today is conducted with large input manufacturers. You will be responsible for originating and renewing agriculture-based, field collection data services in order to grow the organization's client portfolio on a continuing basis. This role calls for a self-starter who is comfortable working primarily from a home office environment with the essential function of calling on large agribusinesses to sell precision ag technology. Regional client visits are a necessary ingredient for a successful business development manager, therefore all appropriate Federal, State, and Local CoVid-19 (coronavirus) protocols should be followed. There are components to the role that require skill in working with an existing portfolio of customers, working to expand Aker's reach within those client companies.

This role is ultimately making the case that this technology is an indispensable plug-in to be distributed alongside the inputs of the major manufacturers and retailers. As such:

- Prospect and engage current partners as well as new customers and new partners
- Nurture deeper relationships with key personnel from existing customers and strategic enterprise accounts

There is also a component to the role that calls for leading Aker's Business Development strategy and piloting new programs. As a director-level member of the team you would:

- Build and manage a world class sales and marketing infrastructure to plan, deliver, and expand Aker's market share across chemical supplier and retailer channels
- Take responsibility for annual revenue goals, as reasonably established by you and the leadership team
- Add direct reports as the business needs grow
- Develop and implement company sales strategy
- Help develop pricing, bundling, and configurations for additional offerings
- Live the company values and contribute to the overall strategy of the company

KEY QUALIFICATIONS:

- Agriculture or farming background is a huge plus, but certainly not required
- An orientation towards agriculture solutions selling is expected
- Familiarity with agriculture. Knows how to speak with farmers, as well as those at the board level of large input companies.
- 5-10+ years of proven sales experience (5+ in B2B large account sales, ideally)
- Relevant work experience in precision agriculture, ideally
- Tech savvy with emphasis on B2B technology solutions, ideally

- Relevant experience in Farm Inputs or Precision Ag Solution selling, ideally
- Successful experience selling something innovative, ideally
- Driven to have an experiential disposition (willing to take risk)
- Team interaction is critically important to the success of Aker. Your role is one of getting the door open and bringing in the team to help articulate and demonstrate the solution
- Work from home position that requires the need to be self-sufficient and self-managing
- Create and execute appropriate strategic plans to secure sustainable relationships as well as maintain and grow business volumes
- Attend relevant industry events and conferences to build business
- Strong written and verbal communication skills
- Able to work independently regularly, while committed to team's objectives
- Strong interpersonal skills and ability to build strong relationships with channel partners

TRAVEL:

- Occasional travel with some overnight stays (10-15%)
- Regional travel to meet with customers, once or twice a month
- Quarterly travel to company headquarters in St. Louis

EDUCATION & EXPERIENCE

- Bachelor's degree (B.A., B.S) from an accredited four-year institution
- 5-10+ years of successful ag sales experience (5+ in B2B large account sales, ideally)
- Relevant work experience in precision agriculture or farm inputs, ideally
- Tech savvy with emphasis on B2B technology solutions, ideally
- Relevant experience in Farm Inputs or Precision Ag Solution selling, ideally

COMPENSATION & BENEFITS

- Market competitive base salary
- Incentive program that is uncapped in earning potential
- Stock awards/incentives
- Medical, Dental and Vision insurance
- Bonus for performance within your region
- Flexible PTO (vacation and paid time off)
- Udemy, Audible or similar subscription to keep advancing your skills

CONTACT INFORMATION

AG HeadHunters
info@agheadhunters.com
(615) 686-2099