

KEY ACCOUNT MANAGER

Remote

At **Black Earth**, our purpose is to be **The Global Leader in Humic Innovation**, and we do so with a belief in honesty, integrity, quality, innovation, and safety.

Black Earth is a WESTMET group company, which is an epicenter for innovation in the fields of sustainable minerals, environmental stewardship, and renewable energy.

Key Account Manager – Turf and Ornamental will be responsible for building relations, executing growth contracts, private labeling in relation to our major business partners both distribution and management. While also providing the directional lead for the TSM's in relation to our distribution partners' expectations, and pricing programs. Be active in Associations, Education, Field Days and Tradeshow.

WHAT WILL YOU DO:

- Develop, build, maintain relationships with key customers (distribution) and end-users (management companies).
- Understand contract language and writing in relation to pricing, volumes and rebates.
- Be versed in contract language in relation to re-pack agreements and private labeling.
- Integrate and position Black Earth products into customer long-term business plans
- Become active and involved in necessary industry associations and buying groups
- Have excellent communication skills, with the ability to make cold calls and deepen existing business relationships
- Work with Director of T&O, and the Territory Sales Manager to develop market strategies and actionable business plans.
- Forecast seasonal product needs by working with purchasing and operations managers
- Conduct occasional product demos/trials

WHAT WILL YOU BRING:

- Bachelor's degree in Turfgrass, Horticulture, Soil Science or related field preferred
- 10+ years of experience within the Turf & Ornamental segment (Grower, Manager, Superintendent, Sales, Research, etc)
- 2+ years of experience of key account management either as a manufacture or management.
- Demonstrated leadership experience in the green industry through a combination of education and work experience

- Ability to travel (upwards of 75%), manage and prioritize budget and time.
- Must have excellent oral and written communication skills
- Valid Driver's License
- Proficient use of computer programs to include Excel, Word, Outlook, and PowerPoint

ARE YOU A GOOD MATCH? APPLY TODAY!

Black Earth, a WEST MET company, is an equal opportunity employer that is committed to creating an inclusive workplace. We evaluate qualified applicants without regard to race, color, religion, age, sex, sexual orientation, gender identity, genetic information, national origin, disability, veteran status, and other legally protected characteristics

This job will remain posted until filled. In accordance with **WESTMET** policies, you will be required to undergo a background check and may be required to undergo a substance test. While we appreciate all applications we receive, only candidates under consideration will be contacted.

WHAT WE OFFER:

- **Competitive base salary + performance-based commission**
- **Vehicle allowance**
- **Expense account**
- **Health, dental, and vision insurance**
- **401(k) with matching**
- **Paid Time off – vacation, holiday, and sick**
- **Continued agronomic and sales training**
- **Career growth opportunities**

READY TO JOIN THE TEAM?

HOW TO APPLY:

Please submit your **resume or CV along with a cover letter** outlining your relevant experience to jobs@westmetgroup.com

- Please reference the specific job title/posting when submitting your application. All submissions will be processed and actioned accordingly by HR.