



**AgXeed B.V.**  
Rotven 8  
5808 AL Oirlo  
The Netherlands

**WE PROVIDE AUTONOMY**

## **Regional Head of Sales Region UK/AU/NZ**

## **Regional Head of Sales Region South Europe**

Do you want to be bring a revolution in agriculture? Drive an innovative AgTech Start-Up towards global growth? You will define the commercial strategy that will drive our expansion. Become part of an innovative company without bureaucracy and a real focus on execution. We are pioneers and highly effective and thorough in what we do. We expect you to be the same.

With AgXeed we believe in sustainable agriculture where farmers are able to optimize productivity, while preserving the soil and the environment. For now and for future generations. AgXeed provides autonomy as a system: a ready to use autonomous platform with virtual planning tools and valuable data models. With the traction generated by our first prototypes in the field it is time to execute and expand.

### **What will be your role as Regional Head of Sales**

- Be a key contributor to AgXeed sales and distribution strategy and success. Own the sales targets for the designated geographical area, work with all internal stakeholders to ensure achievement and overachievement of these targets
- Build distribution network in accordance with AgXeed Route-to-market strategy in the region and supporting the short- mid- and long term machine, software and data services revenue plans.
  - Identify potential target distributors, qualify them and ensure alignment with the line manager in the final selection of partners
  - Be responsible to set up and finalize full package of contractual documentation.
  - With support from product and marketing teams, plan and execute all necessary training and onboarding activities, including target customer base and first full year sales planning, as well as participation in the demo machines sales programs



**AgXeed B.V.**  
Rotven 8  
5808 AL Oirlo  
The Netherlands

## WE PROVIDE AUTONOMY

- Set up necessary business routines (CRM updates, monthly and quarterly business review calls) to ensure transparent and reliable sales and revenue planning.
- Work with product and finance teams to make sure all dealers are integrated into all available online services and processes (configurations, quotations, etc)
- Proactively plan joint marketing activities with dealers, feedback needs into CCO/marketing department, align event planning with CCO and product management, support dealer specific demos
- Work with marketing and product teams to ensure full compliance with CRM data standards.
  - End customer data
  - Dealer/distributor/partner data
  - Pipeline status and reporting
- In the spirit of thought leadership, support the company by contributing to following activities:
  - Participation in the webinars as a subject matter expert
  - Publishing on social media, to reflect significant dealer or event related news
  - Engaging with industry and market experts, especially within the individual geo area, with the goal to better understand market potential, trends, main players and potential competition
  - Provide feedback from customers and dealers regarding improvement of the current features or capabilities of AgXeed products, or demand for new ones.

### What do we expect from our Regional Head of Sales

- 2+ years of experience in a B2B sales or marketing team
- Hands-on approach, team player mentality, ability to build effective relationships.
- Curiosity, eagerness to learn
- Excellent communication, negotiations and presentation skills
- Understanding of machinery and software, ideally within agriculture industry
- Attention to detail, “mental multi-tasking”, self discipline
- You are fluent in both English & German, French would be a bonus.
- You are prepared to travel up to 50% of your time (event related, customer visits)

### What do we offer in return:



AgXeed B.V.  
Rotven 8  
5808 AL Oirlo  
The Netherlands

## WE PROVIDE AUTONOMY

- Freedom to execute in a hands-on environment. You will not find a more highly motivated team on a mission to provide autonomy to the agricultural industry.
- Open environment to express opinions, views and share new ideas. Expect vivid discussions on economics, sustainability, climate and food.
- Tremendous learning potential, work alongside seasoned professionals in product, sales and marketing functions
- The position is remote, located in the region of your sales responsibility. Your presence in the HQ in the Netherlands will be requested for training and other team occasions

Is your profession is mixed with passion? Do you believe autonomy can realize a revolution? Are you convinced that you can contribute and enrich our team? Then convince us and let us get to know you and what you can contribute to our mission by sending your inspiring application to: [info@agxeed.com](mailto:info@agxeed.com) or reaching directly to the hiring manager [Anastasia.laska@agxeed.com](mailto:Anastasia.laska@agxeed.com)