



Account Manager – Farm Chemicals International

Through a wide variety of magazines to events, digital, and custom print projects; **Meister Media Worldwide** is a leading Communication and Information Center for Worldwide, Specialized Agriculture. We are seeking a results-oriented Account Manager with international sales experience to join our Agribusiness Group, specifically, the *Farm Chemicals International* brand serving the global crop protection manufacturing and distribution channels. Position located in Willoughby, Ohio.

RESPONSIBILITIES include but are not limited to:

- Selling our full range of offerings to a defined account base for the *Farm Chemicals International* brand.
Main sales geographies to include: Europe, North & South America.
- Growing digital, event and direct to market revenue by understanding industry trends and our offerings and educating customers and prospects on the value inherent in our products and capabilities.
- Actively prospecting for new business from a base of prospective accounts for *Farm Chemicals International*.
- Building productive relationships with decision makers at accounts.
- Working with the business team to develop new revenue-generating products/programs.
- Managing commercial sales for newly launched Sourcing Network.
- Actively engaging with contract reps representing FCI working out of India and China.
- Working closely with key support departments – audience development, accounting, media services, and marketing – to accomplish objectives.
- International travel (4-5 trips per year), and 3-4 domestic trips per year

QUALIFICATIONS:

- International Sales experience, ideally print and digital media sales in B2B media.
- Prospecting/new business development skills.
- Ability to develop innovative revenue-generating ideas/projects and get them to market.
- Strong leadership and interpersonal skills.
- Excellent written, oral and electronic communications skills.
- Knowledge of how to develop client relationships.
- PC Proficiency – Microsoft Office and ACT!
- Willing and able to travel internationally
- Ability to organize and prioritize work.
- Knowledge of global agricultural industry/crop inputs helpful.

Meister Media Worldwide offers a competitive compensation and benefits package including base salary, commission and 401(k) and Profit Sharing Plans.

Please submit resume and salary requirements via email to careers@meistermedia.com or by mail to:

Meister Media Worldwide
Attention HR – FCI
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