



Iowa Tribe of Kansas and Nebraska

The Ioway Bee Farm is looking for a **full time Sales Associate** to join our team in our White Cloud, KS office. We are seeking a candidate who is hard-working, flexible, and self-driven. This person will actively seek out and engage prospective customers to sell our product and/or services. The ideal candidate is results-driven, hungry for customer acquisition, and passionate about contributing to top-line revenue growth. The Ioway Bee Farm is part of the larger mission of the Iowa Tribe of Kansas and Nebraska to transition over all of their various agricultural enterprises to regenerative agriculture and tribally-focused land stewardship practices. Our ideal sales associate will be able to clearly articulate the needs of the business while ensuring this story of the tribe and our mission is told when meeting any new prospective customers. The appropriate candidate will be able to work **Monday through Friday 8:30am - 4:30pm and be available weekends** to host Saturday Market booths and flexible to travel nationally for tradeshow and other market outreach events.

Responsibilities:

- Demonstrate, promote, and sell Ioway Bee Farm products and services - Strategically present functionality and key value propositions to prospective customers.
- Develop and foster relationships - Maintain close communications with prospects to close sales and promote customer retention.
- Meet and exceed targets - Achieve monthly and quarterly individual and team goals for new customer acquisition.
- Track progress and results - Record prospect interactions and track goal attainment in CRM and Google Sheets system.
- Research and understand target market - Stay abreast of industry trends, best practices, and Ioway Bee Farm's overall market opportunity.

Requirements:

- 1-2 years experience selling a product or service.
- Excellent ability to manage and build relationships.
- Demonstrated ability to meet and exceed acquisition goals.
- Advanced skills in communicating, selling and negotiating.
- Unrelenting drive to understand and meet prospective customer needs
- Familiarity with CRM systems and Google GSuite (Sheets, Doc, Slides) or Microsoft Office.
- Have a current driver's license and good driving record.
- Must be 21+ years of age
- Must be passionate about the work we are doing and be willing to constantly learn and acquire new skills.

Excellent benefits package includes paid health, dental, vision, life insurance, optional 401 K plan with up to 3% matching, accrued sick and vacation time.

To apply: Visit <https://iowatribeofkansasandnebraska.com/jobs/> for applications. Completed applications can be mailed to 3345 B Thrasher Rd White Cloud KS 66094 or e-mailed to ccolborn@iowas.org. Native American Preference is given (BIA Form 4432). For more information regarding this position, please call Cheyenne at 785-595-3258.