

BoMill Sales

Bratney Companies

Des Moines, Iowa

Bratney is developing its collaboration with proprietary equipment partner BoMill. Following the launch of the BoMill InSight grain sorting solution, this sales position will promote and increase sales, support, service, and customer satisfaction for BoMill products within processing industries. The position is based in Des Moines and includes travel of approximately 50 to 55 percent, with some international travel for training.

Duties and Responsibilities

- Assist internal and external personnel with sales support, technical assistance, direct presentations, special applications, and product training.
- Conduct direct sales in market segments and geographic areas requiring additional assistance, including milling, malting, grain elevators, and farmers.
- Establish strategies to penetrate and grow selected market areas.
- Develop relationships with the BoMill organization headquartered in Sweden.
- Promote other Bratney technologies, including Cimbria, Concetti, Omas, construction, and after-sales service.
- Contact prospects, develop new business, research and follow up on leads, schedule meetings, and make cold calls.
- Service accounts and manage customer relationships involving pricing, warranty claims, receivables, and related matters.
- Attend and present at regional and national trade shows.
- Understand customer objectives and requirements, use persuasive sales techniques, and prepare account plans.

Knowledge, Abilities, and Skills

- Excellent written and oral communication skills, a positive attitude, and a proactive approach.
- Proficiency with Microsoft products, strong organization, and high attention to detail.
- Ability to work independently, manage multiple priorities, and travel extensively.
- A milling or similar food or industrial background and an understanding of agriculture from field to table are preferred.
- Basic mechanical aptitude for process machinery.

Education and Travel

- A bachelor's degree is preferred in milling, business, sales and marketing, engineering, or a related discipline, or three to five years of hands-on milling experience. Experienced applicants are encouraged to apply.

- Travel throughout the United States and Canada may reach 50 to 55 percent, with some international travel, overnight travel, and weekends. A passport or the ability to obtain one is required.

Contact

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