

Sales Engineer – USA – Seed Industry

Location: United States of America

February 2024

About QualySense – Ferrum Analytics and Sorting AG

QualySense – Ferrum Analytics and Sorting AG (ASCH) is reinventing the food and agricultural markets by developing advanced robotic solutions for the fine inspection and sorting of grains, beans, and sorting. We believe that by disrupting the industry quality paradigms we can create opportunities for utilizing better our natural resources as well as for establishing more transparency and fairness along the value chain. The proprietary QSorter® technology is the most advanced engineering and data solution for the automatic inspection and sorting of agricultural products with respect to physical and biochemical quality parameters: each grain is individually analyzed with imaging, fluorescence, and spectrometry sensors at very high speed, up to 3'000 seeds per second. Quality reports are generated by means of machine learning, AI, neural networks, and other types of algorithms and stored in the SQL² cloud. Beans are finally sorted with very high precision according to user defined criteria. Today, we have QSorter® installations worldwide. ASCH is part of the Ferrum Group AG, a global leader in the manufacturing of equipment for the beverage industry, which counts more than 900 employees worldwide and presence in more than 70 countries.

Job Description

ASCH is marketing game changing QSorter® solutions for soybeans, corn, wheat, barley, and other crops in the field of breeding. These products offer unprecedented accuracy and quality insights that help breeders improving the efficiency of their program and developing varieties with higher yield and higher quality. We are looking for a talented and skilled sales engineer to help us acquiring more customers with particular focus in the United States. The ideal candidate has a technical background, has experience in the seed industry, is a team player, has outstanding communication, relationship management and reporting skills and is not afraid of walking the extra mile to achieve ambitious goals. Initially, the candidate will spend some time in Switzerland for training purposes.

Major tasks

- Understanding company strategy and setting of sales goals
- Development of the leads along the entire sales funnel, from the first contact to the closing
- Ability to report regularly and diligently
- Participating to promotional events and suggesting marketing initiatives
- Providing 360° feedback about the product
- Ability to assist the customer during installation, training and after sales support

Job minimum requirements

- Background in engineering, biology, biotechnology, food, or agricultural sciences
- At least 5 years' experience in the seed industry, preferably with soybeans and corn
- US citizen or US residence permit
- Wiling to travel at least 70% of the time
- Outstanding communication, relationship management and reporting skills
- Perfectly fluent in English

Our Offer

- Contribute to revolutionize the agricultural and food world
- Be part of a dynamic, entrepreneurial, multi-disciplinary and multi-cultural team
- Attractive base salary plus sales bonuses
- Home office flexibility
- Excellent environment for growth

How to apply

Send your CV, motivation letter and any other relevant document in **PDF** to qualysense@ferrum.net.

Candidates not meeting the minimum requirements and with incomplete applications are discarded.



QSorter®

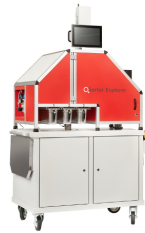
Automated Inspection and Fine Sorting

Develop

Inspect

Create

Share



QSorter® - every seed counts

Automation for advanced quality inspection and sorting



Automatic,
reliable and
fast
inspection

Increase
yield and
save
energy

Reduce
waste and
create
premiums