



Partnership Development Leader (Sales Associate)

Company Overview: Fork Farms is a dynamic and high-growth agriculture technology company based in Green Bay, WI. We are committed to empowering our partners to grow fresh food, nourish their communities, and contribute to healing our planet. Our mission revolves around defending the human right to fresh food, ensuring that all people can reach their full potential.

We achieve this by offering the Flex Farm, the most efficient, deployable, and transformative vertical indoor farming technology, along with comprehensive educational programming. With over 2,000 installations across 43 states and 9 countries, our impact is far-reaching.

Department Overview: The Partnership Development Department serves as the driving force behind the realization of our mission. Our growth efforts bring fresher, more affordable food to a broader audience. We forge lasting relationships that enrich individual experiences with food, transform lives, and foster resiliency in the communities we serve.

Position Description: As the Partnership Development Leader, you will lead the business development efforts within a specific market vertical and/or geographical area. This critical role requires a strong business acumen, the ability to lead teams of professionals, drive results, and provide innovative solutions to complex challenges.

Operating in a fast-paced, growing environment, adaptability and the willingness to evolve alongside the business are essential. You will collaborate with team leadership, team members, and partners to expand our organizational revenues and the impact of our mission and vision. At Fork Farms, we prioritize our mission and value a learning organization where integrity and professionalism guide every action.

Diversity, Equity, & Inclusion Statement:

At Fork Farms, we are proud of our diverse team, composed of passionate individuals from varying and unique backgrounds who share a common belief that everyone is a farmer. We are fully committed to building and maintaining a workforce that is diverse, inclusive, and genuinely dedicated to the success of the company, our partners, and each other.

We strongly encourage applications from individuals belonging to underrepresented minority groups, as we believe these communities play a central role in the work we do.

Purpose: Your primary objective is to drive organizational revenue growth through sales.

Reports To: Sales Manager

Location: Hybrid - You will have the opportunity to work from home and our office at TittletownTech in Green Bay, WI.

Responsibilities:

- Sales Plan Development: Develop and execute strategic sales plans to achieve revenue goals.
- Pipeline Development and Management: Cultivate and manage a robust sales pipeline to ensure continuous growth.
- On-target Sales: Aim to achieve \$450,000 in annual sales after the onboarding period.
- Account Management, Engagement, and Service: Maintain strong relationships with existing partners and provide exceptional service.
- Continuous Improvement: Proactively identify areas for improvement and implement solutions to enhance our sales process.
- Reporting, CRM, and KPI Management: Utilize Hubspot and other tools to monitor and optimize key performance indicators.
- Relationship Building: Foster and nurture relationships with potential and existing partners, ensuring a strong network of connections.

Qualifications:

- Bachelor's degree in Business, Sales, or a related field encouraged, but not required.
- Proven experience as a sales or fundraising leader in a startup or high-growth environment is preferred.
- Excellent Communication Skills: Demonstrate exceptional written, verbal, and interpersonal communication abilities.
- High Emotional Intelligence: Possess a strong understanding of emotions and the ability to effectively navigate interactions with others.
- Constructive Feedback: Offer and receive kind, respectful, and constructive feedback to promote growth and development.
- Self-Starter: Exhibit excellent task management skills and the ability to take initiative.
- Software Experience: Familiarity with Hubspot and Google Workspace is preferred but not required.
- Interests In: If you have an interest in helping provide access to fresh food for everyone, gardening/hydroponics, environmental science, FFA/4-H, or agriculture, we encourage you to apply.

Compensation: The compensation package includes a base salary, commission, stock options, and a discretionary annual bonus.

Join us at Fork Farms and be a part of a mission-first organization where innovation, equity, and sustainability drive our actions. Together, we can revolutionize indoor farming and bring fresh food to all corners of the world. Apply now and help us shape a greener, healthier future for everyone.

Send a resume and cover letter to alyssa@forkfarms.com if you're interested.