



As a **Solutions Executive** on the direct sales team, you will identify, source and close new clients as well as grow Agrify's Value Added Reseller (VAR) network. Leveraging a consultative, systematic sales process you will balance inbound MQLs as well as drive self-sourced leads to drive pipeline value and grow sustainable revenue streams.

As Agrify continues to disrupt the cannabis market, this role will be pivotal to the company's success. As a post-revenue startup, in its sales acceleration phase, you will work with everyone, including our CEO, to exceed expectations for our customers and surpass overall team & company goals.

In This Role, You'll Get To:

- Execute & design sales execution plan to exceed organizational and personal quotas.
- Proactively target prospects and sell direct to at least 50 target accounts.
- Recruit, close and onboard quality VAR's.
- Manage, lead, and maximize the performance of VAR's in your region.
- Embrace and execute Agrify's sales system, process, and pipeline methodology.
- Leverage Agrify's CRM and exceed activity quotas for opportunities, meetings, calls & sequences.
- Frequently provide & be accountable to weekly, monthly, and quarterly forecasts.

We We're Looking For:

- Results Driven: Accountable to & motivated by personal & team results
- Relentless Improvements: Continually pushing the envelope to improve product and process in favor of Agrify's clients & prospects
- Coachable: Open to feedback; adaptable to continual professional development
- Passionate: High energy, optimistic & enthusiastic about surpassing expectations
- Communication: Speaks & writes articulately; a patient listener who can decipher customer pain points and speak to them consultatively
- Customer Orientated: hands interpersonal relationships judiciously with high Emotional Intelligence; exhibit tenacity & a strong desire to win for Agrify's clients
- At least 2 years of direct sales experience

About Agrify

Agrify is a rapidly growing developer of premium indoor grow solutions for the cannabis and hemp marketplace. Our comprehensive grow solutions have been developed with one mission in mind: to assist horticulturalists in producing the highest quality crop possible with consistency and superior yields. Agrify is a non-plant touching company. If you are driven, passionate about an emerging industry, and excited about the Agrify mission, we would love to hear from you. Agrify is equal opportunity employer.