

Internship opportunity

Role Title: Sales Engineer

Location: Central Valley (Company HQ is in San Mateo with the Sales Office in Fresno)

The opportunity:

Do you want to have a positive impact by leveraging technology to solve practical problems? Currently, we are seeking a Sales Engineer to intern with our growing team. AgMonitor has raised \$6M from Government agencies and \$3M from leading farms and tech angels. We are not VC funded since we understand that going through a digital transformation while respecting the environment takes time. We provide farms with a decision-support tool to increase crop yield while reducing energy, water and fertilizer inputs. We have had the patience to apply Artificial Intelligence (AI) to solve real and practical problems in farming. We are different from most AgTech companies since we do not require any new hardware and we provide value on day one. Our SaaS suite covers the full Food-Energy-Water nexus. Here is an example of how our tool is having an impact on the field: <https://youtu.be/x9HA3aqxGgo>

This is an opportunity to join an award-winning start-up of less than 10 people and learn how Artificial Intelligence will have an impact on multiple industries including Agriculture. We have already validated our decision support platform on more than 120,000 acres of farmed land. The role requires to drive in Central Valley to help farms develop a “digital copy” of the farm and make operations decisions as a team based on data. Speaking Spanish is a must as 70% of the staff in Agriculture sector is Hispanic. More information about the company and its change of name from “PowWow” to “AgMonitor” here: <https://agfundernews.com/farm-management-software-startup-powwow-rebrands-as-agmonitor-raises-4-5m>

What you'll be doing:

- Work with the Director of Programs to onboard new farms and explain how to use technology
- Strive to continuously improve customer success, and meet with customers in person
- Synthesize interactions with customers and account managers using our CRM portal
- Driving to farms in the Central Valley to help with onboarding and answer questions
- Help identify new software features by providing feedback on what growers want
- Flexible work schedule (20 hours) but you need to be available for trips three days a week

Requirements:

- Experience with technology and the California agriculture industry either through past work experience or education. Experience with GIS data entry preferred.
- Two year degree (Tech Support Associate) or four year degree (Tech Support Engineer)
- Customer facing experience and demonstrated patience to listen to customer problems
- Exceptionally strong verbal and written communication skills. Spanish fluency is a must.
- Proficient computer skills and experience using Microsoft Office products (Word, Excel, etc.)
- Must be team focused and a self starter to work with sales and marketing team to meet goals

What's in it for you?

- Work with experienced entrepreneurs in a well-funded start-up that is growing fast despite COVID-19 to help farms go through a digital transformation and secure the future of our food system.
- Compensation is based upon experience but at least \$25 per hour.

Contact info:

Email: jobs@agmonitor.com