

# Sales Consultant (Part-Time to Full-Time)

## Beagle Technology Inc.

Beagle Technology is redefining how modern farms operate by bringing AI into real, working equipment used in the field. We build solutions that improve efficiency where it matters most, not in theory, but in day-to-day farming operations.

We are looking for a **Sales Consultant** to help us expand our presence with growers and agricultural operators. This role is designed to start part-time or contract-based, with a clear path to full-time based on performance.

## About the Role

This is not a traditional sales role.

We are looking for someone who understands how decisions are actually made in agriculture, someone who can build trust with growers, speak their language, and represent Beagle Tech in real conversations in the field.

You will play a key role in helping us generate pipeline, engage potential customers, and close early deals.

We've already seen success with this position through individuals who bring strong agricultural knowledge, local relationships, and the ability to build trust quickly.

We are looking to replicate and scale that success.

## What You'll Do

- Build and manage relationships with growers, farm operators, and agricultural decision makers
- Identify and develop new sales opportunities through your network and outbound efforts
- Conduct in-person meetings, field visits, and product demonstrations
- Educate potential customers on Beagle's AI-powered harvesting solutions
- Work closely with the founding team to refine messaging, pricing, and go-to-market strategy
- Provide feedback from the field to help shape product and sales approach
- Support and close deals from initial conversation through final agreement

## What We're Looking For

- Experience in agriculture, produce, or farm operations (sales or operational background preferred)
- Strong existing network within farming communities is a major plus
- Ability to communicate clearly with growers and understand their real challenges
- Comfortable working in a hands-on, early-stage startup environment
- Self-driven, able to operate independently and generate your own pipeline
- Willingness to spend time in the field and meet customers in person

## Why This Role

- Opportunity to be an early contributor to a fast-growing ag tech company
- Direct impact on revenue and go-to-market strategy
- Flexible structure (part-time to full-time based on performance)
- Work on real problems farmers are actively trying to solve

## Compensation

- Flexible structure based on engagement (consultant or part-time)
- Performance-based incentives and commission
- Potential transition to full-time role with expanded scope

Please email Camilia Guo: [camilla.guo@beagle-tech.com](mailto:camilla.guo@beagle-tech.com) for more information!