

Are you experienced in horticulture sales, business driven, flexible and ready for a new challenge? Then we are looking for you!

- > **A rewarding work environment that will challenge you and help you grow your career**
- > **We are a global company with local roots**
- > **We are committed to designing a better future for our clients**
- > **We are an equal opportunity employer committed to diversity in the workplace**

Priva, Inc.

We are an international corporation, locally headquartered in Camarillo, California. We have established ourselves as a world leader in process automation and custom solutions for the horticulture industry. Our mission, “Creating a climate for growth” guides our every move, whether that be through reducing greenhouse emissions, increasing labor efficiency, or optimizing crop production. At Priva, we believe it’s important to not only provide an integrated solution, but to also build a more efficient and sustainable society for the future.

In response to emerging market demands, we are currently searching for a **Sales Account Manager** that will help us develop our sales and solutions for the indoor farming and greenhouse industries. This associate will be responsible for the growing market in the Western regions of North America.

What will you be working on?

In this position, you will have the chance to work in an office environment, while also getting the opportunity to travel and stretch your legs. As a Sales Account Manager, you will be actively looking for leads and prospects, while also developing a dynamic network of customers and industry leaders alike. You will work on building a new distribution channel and collaborating closely with the existing partners and customers. When customers come to you with a problem, you will work to provide them with a meaningful solution, such as the implementation of automation controls for HVAC, greenhouse climate controls, irrigation controls solutions, fertigation delivery, etc.

Desirable Features

You must be entrepreneurial, have business development skills, and preferably have experience within horticulture. You must also have an affinity for engineering and be able to connect with customers, investors, advisers, partners, and installers. This position requires a high aptitude for problem solving as you will need to be able to interpret and convey the complex problems and solutions that pertain to horticultural automation. Ultimately, you should be interested in understanding indoor farming, greenhouse automation control, becoming proficient in irrigation design, and have a desire to help customers become more efficient.

Education and experience

- Bachelor's degree in Agricultural Business or Engineering related fields
- Understanding of the horticulture industry
- Highly proficient in the English language; written and spoken
- Spanish speaking is a plus
- Strong interpersonal skills

Must Have

- Current, valid passport
- Valid California Driver's License
- Reliable transportation
- Ability to travel

Benefits

We offer a competitive salary, 401k, health plan, significant vacation time, technological tools necessary for the position, and the opportunity for international travel. This position has great potential for growth.

Overall

We are looking for someone who has a high sense of personal pride, a desire for excellence, is career oriented, responsible, trustworthy, easy-going, professional, proactive, self-motivated, and enjoys demanding work.

En résumé

Position

Sales Account Manager

Département

Sales

Niveau d'éducation

Bachelor or equivalent

Niveau d'expérience

Type de contrat

Fulltime - 40 hours

Location

Camarillo, California - USA

Do you have questions about this job?

Please contact us



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Sales Manager



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APPLY FOR THIS JOB

Fill in your personal details, and send us your motivation and CV. We will contact you soon!

First name

Last name

Email

Phone number

LinkedIn

Upload CV

Upload your motivation letter

Message

I agree that the personal data I have provided in this form may be processed in accordance with the Priva Privacy Policy.*

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