

**JD: Product Sales Representative:**

As a key member of our commercial team, you will work directly with farms, distributors, retailers, and end-users to expand the reach of Granulite, a high-quality, sustainable biosolids fertilizer, throughout the region. You will also collaborate closely with our sales team in other territories to help manage inventory moving out of New England, coordinate logistics, and ensure timely movement of product to meet regional demand and maximize sales opportunities.

This is a remote position, but the ideal candidate must reside on or near the Pennsylvania or New York border or Western Massachusetts.

**Essential Job Functions****Sales & Distribution:**

Develop and maintain strong relationships with new and existing agricultural customers to drive product sales and revenue growth.

- Promote biosolids-based fertilizers with a focus on agronomic benefits and soil health.
- Support customers in understanding site-specific considerations such as nutrient requirements, soil characteristics, and best management use practices.
- Establish and execute a multi-channel distribution and marketing strategy to expand agricultural market reach.
- Identify new market opportunities, including partnerships in fertilizer bagging, soil blending, land reclamation, and alternative fuel applications.
- Provide technical and logistical support for land application programs, including product transportation, site setup, and agronomic recommendations.

**Community Relations & Outreach:**

- Lead local outreach efforts to engage farmers, agricultural advisors, and community stakeholders.
- Represent the company in meetings with town officials, conservation groups, and political representatives as needed.
- Assist in the development of educational materials and outreach campaigns highlighting the benefits of biosolids.
- Support the growth of the Bay State Fertilizer bagged product program through expanded market presence and customer engagement.
- Attend and represent Granulite and Bay State Fertilizer at agriculture and biosolids industry events and conferences.
- Regulatory Support & Compliance
- Conduct follow-up with end-users to ensure compliance with beneficial use guidelines and regulations.

- Collaborate with Environmental Compliance staff to ensure all sales and distribution activities meet applicable state and federal regulations.
- Maintain awareness of regulatory frameworks across multiple states and provide compliance guidance to plant operations as needed.
- Track and assess emerging regulatory issues (e.g., PFAS, phosphorus restrictions, micro-contaminants) that may affect product marketing and use.
- Support the development of regulatory strategies to optimize product value and access in target markets.
- Participate in industry working groups or associations to advocate for responsible biosolids recycling policies.

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### **Qualifications:**

- Associate's degree or higher in Agronomy, Soil Science, Environmental Science or related field preferred; or equivalent combination of experience and education considered.
- 3–5 years of experience in biosolids recycling, fertilizer sales, or a related agricultural field.
- Hands-on knowledge of soil health, land application practices, and nutrient management.
- Familiarity with fertilizer regulations and land application permitting processes.
- Prior agricultural or farm experience is strongly preferred.
- Experience in bagged fertilizer distribution is a plus.
- Strong communication, organization, and interpersonal skills.
- Ability to lift up to 50 lbs.
- Travel domestically up to 50%, including occasional overnight stays in New England, New York and Pennsylvania.

What good is a job without great benefits to reward your hard work? Here are some highlights of what Synagro has to offer:

- 15 days paid time off
- 10 Holidays
- Medical/Dental/Vision (within 30 days of hire)
- Health Saving Account (HSA) with company match
- Flexible Spending Account (FSA)
- 401(k) with company match (fully vested upon hire)
- Career growth and promotional opportunities
- Tuition Reimbursement