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Objective: A challenging career in sales, marketing or management where opportunities are available for growth and utilization of skills.

Professional Experience

6/5/17 – 6/28/19

Concentric Ag

Central Valley Sales Manager

- Introduced and established new Biological Product to Distributors and Growers
- Worked with Distributors to develop Biological blends with commodity products
- Developed successful trials with Distributors and Growers to establish new markets
- Successfully presented product features and benefits to Growers and Distributors.
- Met and exceeded sales goals for the year

9/15/2013 – 6/1/17

Symborg USA

Agronomist

- Started and developed new biological mycorrhizal product into the US market.
- Achieved \$1000,000 in sales by third year
- Developed product for applications on different crops in multiple markets.
- Ran marketing, Sales and customer service for the entire US

11/1/2011 – 12/31/12

Redox Chemical Inc. Salinas , California

Agronomist

- Developed new territories for fertility products.
- Worked with specific assigned distributors on fertility and growing practices.
- Focused on new products for market development and growth in existing markets.
- Ran the business for the United States including contracts with Vendor.

2/1/2010 – 4/9/11

Ag Services, Salinas California

Client Consultant

- Worked with specific assigned growers on fertility and growing practices.
- Project manager on building of innovative equipment for farming operations.
- Developed strategic plans for market development and growth in existing markets.

8/2008 – 1/31/2010

Actagro LLC Salinas California

Technical Sales Representative

- Developed new accounts in Salinas Valley
- Put together fertility programs based on need not history
- Introduced innovative fertility programs to growers and dealers
- Focused growers to Best Management Practices

1/2004 – 8/2008

Progeny Advanced Genetics, Salinas, California

Account Manager

- Grew territory by 20% in one year
- Maintained a high gross profit margin while increasing sales.
- Developed new customer base in existing market
- Led teams to develop new processes for company.
- Participated in the restructuring of a sales monitoring system to cover daily sales and inventory

9/1998 – 12/2003

Redox Chemical Inc. Salinas, California

Sales Manager

- Set up distribution system for innovative fertility products
- Provided grower and sales representative training
- Prepared annual budgets through market forecasting
- Participated in marketing and advertising of new products

9/1993 – 9/1998

DowElanco, Indianapolis, Indiana

Sales Representative

- **Managed multi-million dollar territory in a competitive agricultural chemical industry**
- **Prepared and delivered multiple sales presentations to customers about features and benefits of products**
- **Team leader for insecticides in southern half of district**
- **Increased sales by 13% in one year**

Education

California State University, Fresno

B.S. Degree, Business Administration/Finance 1989

Licensing

CCA – WR - 18879

References

Available upon request