



# CAREER OPPORTUNITY

## NATIONAL SALES LEAD

**Location:** Illinois or Indiana (*Preferred*)

**Salary:** Dependent on Experience with Variable Compensation

**Position Type:** Full-Time | Remote with Required Travel

**Reporting to:** Owner, Chad Gripp

### About SweetWater Technologies and Our Values

SweetWater Technologies is redefining what's possible in agriculture through precision drone application, custom product innovation, and operational excellence. Founded in 2022, we are committed to improve the efficiency and return for farmers by deploying sound agricultural practices with the most advanced technology. SweetWater Technologies is powered by Gripp Custom Farming Corp., a sixth-generation farming enterprise based in Illinois. We understand agriculture from the ground up. That's why our approach is personal, practical, and farmer-first. From day one, SweetWater Technologies has grown rapidly—from 30,000 to over 175,000 acres sprayed annually by drone—through our hands-on, solution-oriented philosophy and a growing national profile. Our DRONEZONE™ and GROUNDZONE™ product portfolios, franchise model, and expanding network of growers and dealers form a high-performance system built for results.

We are problem solvers searching for more problem solvers as we build a movement toward smarter, more efficient agriculture across a national footprint. Our systems are designed for operational efficiency, crop protection precision, and increased ROI at the field level, where it counts. With a robust internship program feeding next-gen talent, franchise opportunities tailored to entrepreneurial ag leaders, and a bold path forward on the Road to One Million Acres and beyond, SweetWater is leading the evolution of drone-enabled farming. We're looking for problem solvers who believe in what we believe: *that the grower's success is our success — one acre, one application, one breakthrough at a time.*

### National Sales Lead - Career Description

SweetWater Technologies is seeking a talented professional to fill the position of National Sales Leader. This high-performing position will drive our next phase of growth. This role will lead a national sales team, expand our product dealership network, and develop strategic partnerships with top growers, dealers, and co-ops. You'll bring vision, execution, and relentless drive to a rapidly growing company committed to innovation and serving the farmer. This role requires not just a deep understanding of agriculture, but a commitment to operate with an "ownership" mentality. Key responsibilities may include but are not limited to:

- Lead and mentor a national sales team to achieve quarterly and annual revenue goals.
- Expand the SweetWater Technologies product dealership network, assist in the onboarding of new dealers, and support the strategic growth efforts of existing ones.
- Partner with franchisees and product dealers to maximize sales performance and efficiency.
- Build strategic relationships with top growers, dealer groups, and prominent cooperatives.
- Develop and execute sales strategies that align with SweetWater Technologies' long-term growth objectives.
- Ensure orders are submitted properly and on time from dealers, franchisees, and the sales team.
- Work with SweetWater Technologies' account management team to ensure proper logistics, billing, and timely payment.

## Required Knowledge and Skillset

- Deep passion for serving the grower and advancing agricultural innovation.
- Forward-thinking, strategic mindset with a strong aptitude for problem-solving.
- Exhibit a deep understanding of key agribusiness performance drivers.
- Proven ability to build lasting business relationships and inspire a team.
- Innate confidence, competitive drive, and commitment to winning.
- Advanced sales skills, calling on the nation's leading agribusinesses and farm enterprises.

## Education and Experience

- 10–15+ years of sales or sales leadership in agribusiness, crop inputs, or related sectors.
- Bachelor's degree in Agribusiness, Agronomy, or related field preferred.
- Active industry network and/or existing book of business within the crop inputs sector strongly preferred.

## Contact Information

**Contact SweetWater Technologies' owner, Chad Gripp to apply.**

309-312-0106 | [chad@grippfarms.com](mailto:chad@grippfarms.com)

*\*Please have a subject line that includes "National Sales Lead Applicant" for all email inquiries.*

**JOIN SWEETWATER TECHNOLOGIES TO HELP LEAD OUR JOURNEY  
ON THE ROAD TO ONE MILLION ACRES AND BEYOND—WHERE EVERY  
ACRE, GROWER, AND RELATIONSHIP MATTERS.**

