



Regional Salesperson

Poland Forestry Sector

Spotta is an exciting Cambridge (UK) based Ag-tech startup commercialising its patented technology in precision forestry and agriculture..

Our technology helps farmers and foresters to save their assets (farms, forests) from insect damage thereby increasing productivity while reducing pesticide use and saving money. With our automated monitoring service, our customers are able to focus on the core value adding activities they specialise in - growing crops and nurturing forests.

The Opportunity

Spotta has completed a successful trial with Dyrekcji Generalnej Lasów Państwowych (DGLP) and Instytut Badawczy Leśnictwa (IBL) to demonstrate a system for automated monitoring of *Hylobius abietis* in Polish forests. On completion of this trial IBL and DGLP have recommended Spotta's solution to all of Poland's regional forestry offices.

Spotta is looking to employ a local representative in Poland. We anticipate that Managers of the Forest Districts will be interested in placing orders that will be deployed in 2023. The individual will help to support these commercial activities and to inform Polish foresters about the many benefits of automated monitoring.

Role and Responsibilities

- Understand the needs of Polish foresters and how Spotta's technology can bring value
- Building and maintaining relationships with customers
- Generating customer orders for deployment in 2023/24
- Support the relationships back at Cambridge, HQ
- Conduct training and demonstrations for customers
- Attend trade fairs/exhibitions in region

Person Requirements

Essential

- Fluent in Polish with a proficiency in English
- Experience working in forestry sector in Poland
- Willing to travel throughout Poland and occasionally to the UK
- Active driving licence (category B)



SMART PEST SYSTEMS

Desirable

- Strong network that includes managers of Forest Districts
- Previous experience selling Forestry products or services
- Experience introducing new technologies, products or services into the forestry sector
- Creating marketing/presentation materials to support technical demonstrations

Location

This is a remote role and we will consider candidates from any location in Poland due to the extensive travel required to visit the regional sites. The role will involve travel to Spotta's HQ in Cambridge UK.

Compensation

- PLN 7,000-10,000 per month
- Employee share options scheme so you benefit from the company's success
- Commission structure
- Unique learning experience in a fast-moving tech startup
- Responsible and challenging work, supported by a professional team
- Fully subsidised driving costs

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