



# Judith Sheindlin

AGRICULTURAL SALES LEADER & CUSTOMER RELATIONS SPECIALIST

## Profile

Tenacious, energetic, and relationship-driven sales leader with 8+ years experience crafting solutions that unlock business growth opportunities. Trusted partner to stakeholders with history of influencing decision making and recommending actions that lead to sustainable economic value. Natural leader and mentor with reputation for fostering a growth mindset among teams that inspire adaptability, pride, and professional growth.

## Values

Discipline + self-sufficiency  
Quality + consistency  
Continuous learning + improvement  
Logical + analytical thinking  
Effectiveness + efficiency  
Direct communication

## Career Highlights

Built and commercialized carbon sequestration program from scratch; achieved **150%** of enrollment goal

Created and launched value-add product offering in emerging marketplace (carbon credits)

Grew territory and increased revenue **460%** (\$125K to \$700K)

Maintained **+95%** customer retention rate over **2** years

Increased grain throughput to assets in footprint by **35%**

## Experience

### Farm Ag<sup>1</sup>

#### Farm Management Lead / 2021 — present

- Negotiate, facilitate, and close rent agreements between farmland investors and farm operators
- Leverage knowledge of farm balance sheets, budget analysis, soil fertility, and nutrient stewardship to present ag solutions
- Rehaul and streamline data collection processes utilizing CRM tools

### Clarksons

#### Sustainability Specialist / 2021

- Developed and drove implementation of regenerative agriculture programs to reduce carbon footprint in supply chains
- Managed sales team enablement and competency development
- Influenced program stakeholders to prioritize sales team capability and engagement development for optimal program success
- Partnered with software developer to streamline data entry—ensuring scientifically rigorous practices that effectively scale ecosystem markets

## Contact

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### Clarksons

#### Senior Farm Relationship Manager / 2020 — 2021

- Built and strengthened relationships with highest opportunity accounts
- Grew initiatives around sustainability and specialty crops