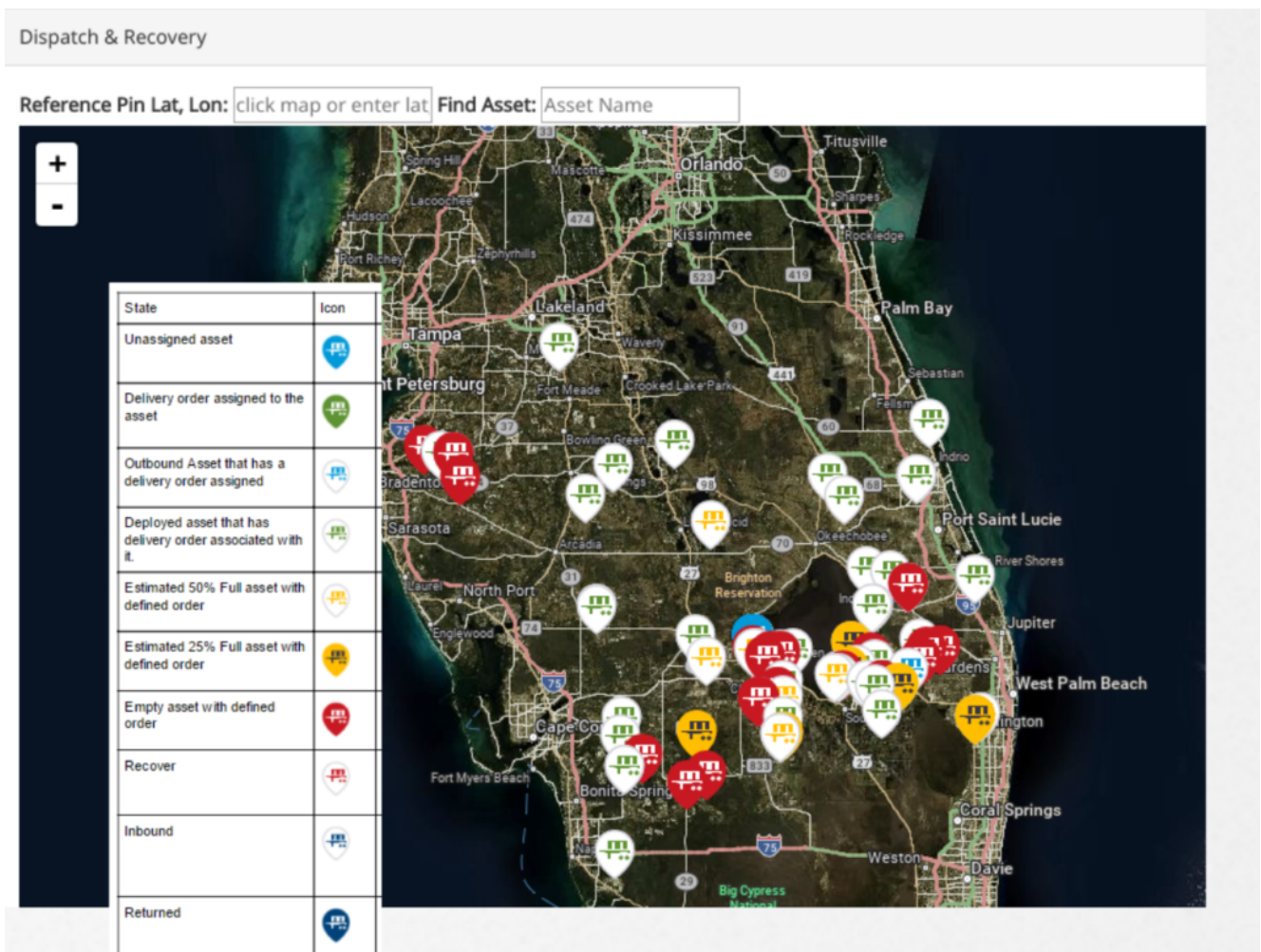


Enterprise Agriculture

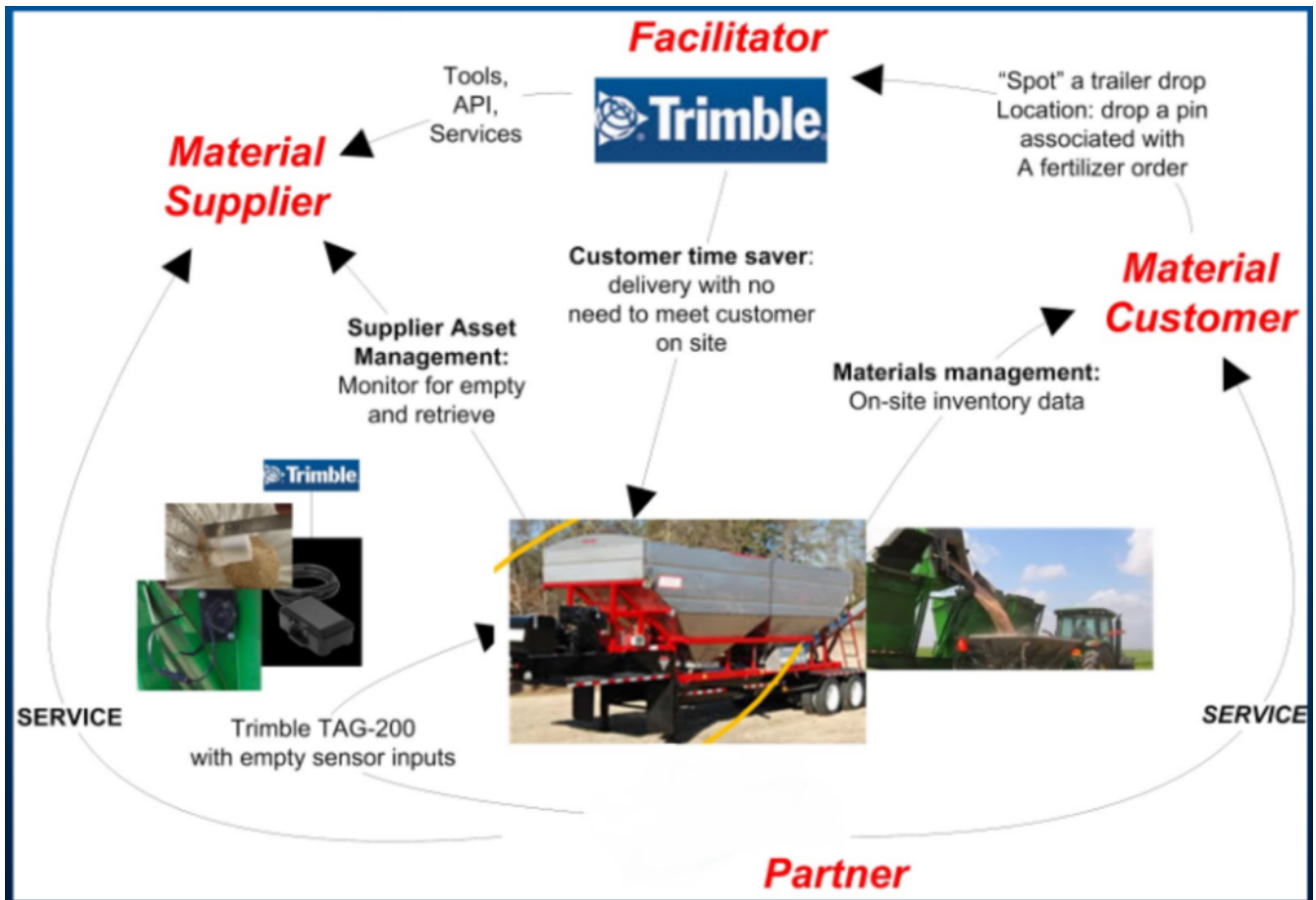
Fertilizer Delivery

Worked with Dealer-partner on a Fertilizer trailer tracking and empty detection system for major south Florida supplier to our existing grower customer base. This design element was motivated by general work managing enterprise clients during this time (see below)

The Supplier served Trimble clients and covered the dealer-partner's region. My work spanned concept and pricing/service model, prototyping, on-platform telemetry unit coding and for sensor inputs, and full-stack PHP-Laravel site leveraging Trimble APIs and mapping assets.



System Complete, Assets deployed. State-of-Fill indicated.



Regional Business Model Driver: Leverage Data Systems for more existing customer value and new business lines for regional dealer.

Enterprise Account Management

Retain and advance strategic accounts from South Florida to Ukraine.

- Quality improvements
- Product and service pipeline expansion
- Product planning
- Field-to-office team management



Driving New Solutions into, "Enterprise" Agriculture



Working with Dealers, Large Ag Customers, Trimble Developers, and third-party contributors to position Trimble as one-stop for precision, efficiency, fleet, and farm management solutions in the, "Big Ag" space.

- Coordinating.
- Leading.
- Designing & Building Proofs-of-concept.
- Configuring supplier and third-party relationships.
- Evolving the Sales & Service channel.

