Bayer realigns sales team; taps Childers, Dotson

KANSAS CITY, Mo. — Cecil Childers has accepted the position of sales specialist with Bayer Corp, which has realigned its sales force.

Childers' territory includes Virginia and West Virginia. Since joining Bayer in 1975, he has served as pest control product manager, manager of the Southern area, regional technical manager and technical service representative. Childers received a master's degree in plant pathology and a bachelor's degree in agronomy, both from Virginia Polytechnic Institute.

In other Bayer news, Jim Dotson has accepted a senior sales representative position, covering the newly created territory in southern Illinois and eastern Missouri. Since joining Bayer in 1982, he has been involved with insecticide research, field development research and most recently was research product manager for turf and ornamental products. Doston holds a master's degree in entomology from the University of Missouri-Columbia and a bachelor's degree in zoology from Southwest Missouri State University.

Bayer has realigned certain sales territories.

Scott Harms began work with Bayer in March as the sales representative for Kentucky and Tennessee. During college, he spent three years working on a golf course. He recently received a bachelor's degree in communications from the University of Louisville at Kentucky.

Eric Lentz, whose territory includes Georgia and Alabama, worked as an intern for Bayer during the summer of 1995 and started work as a sales representative in November. He recently received a bachelor's degree in entomology from the University of Delaware.

Jorge Moreno joined Bayer in January as a sales representative for the southeastern coast of Florida. He holds two master's degrees and a bachelor's degree from the University of Florida, where he studied horticulture and agronomy. He joins Bayer from Ciba, where he was a research assistant.

Jim Rollins' territory includes Michigan and Ohio. He joined Bayer in 1977 as a sales representative. He then moved on to district sales manager and most recently, barcode project administrator. He received a bachelor's degree in horticulture from Ohio State University.

Richard Skorepa joined Bayer in 1995 as a sales representative in Michigan and Ohio. His new territory is northern Florida. He holds a master's degree in plant pathology and a bachelor's degree in agronomy, both from the University of Missouri-Columbia.

Also joining the Bayer sales force (from left): Jorge Moreno, Eric Lentz, and Scott Harms.

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