

Bring your accomplished agricultural sales background to our client's team. They are an established retail serving the farming community in Western Saskatchewan, who have been supporting the crop production needs of a loyal client base for over a decade. As the Crop Input Sales Rep, you will provide innovative seed, fertility and crop protection products and agronomic guidance to help producers overcome the evolving challenges of growing high yielding crops in the region.

Crop Input Sales Representative

Western Saskatchewan

Reporting to the Crop Inputs Manager, you will:

- Lead sales activities and new business development in a defined jurisdiction around the retail location
- Work with management to establish sales targets, develop the go-to-market strategy, provide input for the business plan and communicate new ideas for business growth
- Identify grower needs through field scouting and crop monitoring, and provide product solutions that will strengthen business relationships
- Ensure customer loyalty by providing exemplary service through all phases of the purchasing process, including field walks, soil tests, custom application requests and product delivery
- Collaborate with manufacturers and distribution partners to execute targeted marketing programs in conjunction with the Crop Inputs Manager
- Assist the administrative team by accurately tracking sales results and ensuring customer accounts are paid on schedule

Your background includes:

- 2+ years of sales and business development experience within the agriculture industry
- A bachelor's degree or diploma in agriculture, (Agri)business or related field. Relevant designations (P.Ag, CCA etc.) and any on-farm experience considered an asset
- Strong time management and organization skills with the ability to work independently and collaboratively with a team
- Solid track record of business and sales acumen with experience prospecting, generating sales leads and closing deals
- Top-notch communication and interpersonal abilities
- A familiarity with grower purchasing behaviour and agriculture trends in the Western Saskatchewan agriculture market
- The drive and ambition to grow within a role through professional development activities and community involvement

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at 416-868-4888 Ext. 5 quoting "Crop Input Sales Rep - #201027"