



## **Territory Sales Representative - Red Deer**

Our client is an international leader in the discovery, development and marketing of crop protection, crop production, specialty products and: canola. They require a dynamic individual who is seeking full time employment as a Territory Sales Representative for the Red Deer territory.

With 181 employees throughout Canada, our client has a head office in Calgary, Alberta, and a global canola research station in Saskatoon, Saskatchewan.

You will become a member of a highly effective sales team which utilizes leading edge technology to meet customer needs. Extensive training will be provided. As a territory sales representative; you will become a member of a highly effective sales team which utilizes innovative marketing tools to meet customer needs through implementing our client's customer relationship management strategy

Your primary responsibilities will include:

- Increasing sales and market share in the defined territory (Red Deer) and market.
- Developing and nurturing relationships with retailers, distributors and farmers to promote the use of our client products
- Driving demand by providing agronomic solutions to the end users
- Developing, and executing account plans as part of an overall territory plan which supports the objectives of the overall business plan.

Goals for the job:

Achieve Territory Sales Goals:

- Achieve a crop year territory sales for all products
- Increase willingness to recommend and achieve sales forecasts with focus retails
- Build relationships with key producers
- Expense budget management

Ability to develop the following Global and Functional Competencies will be key in this role:

### **BUSINESS STRATEGY**

- Understands our clients business strategies including competencies, capabilities and customer loyalty attributes, and consumer driven market focus.
- Knowledge and application of businesses, product mix and organizational capabilities

## TEAMWORK

- Contributes to effective team output by cooperation, participation and a commitment to shared vision and goals.

## INTERPERSONAL EFFECTIVENESS

- Values people; relates and communicates well with all kinds of people; builds appropriate rapport; listens, understands and responds to others' concerns; builds effective relationships.

## QUALIFICATIONS:

- A University degree from Agriculture, Business Management, or a Science program is required
- Relevant work experience in Canadian Agriculture
- Valid driver's license

Our client is offering relocation within Canada only

This is an immediate opportunity with a global leader in the industry. Candidates excited about pursuing a challenging career in the dynamic seed industry should apply and contact Chad Bodnarchuk, at AgCall Human Resources toll free 1-888-824-7275. All correspondence is confidential. Applicants must be fully entitled to work in Canada to be considered.