

After entering the Canadian market in 2017, our client is in the midst of completing a successful crop year for producers in Saskatchewan and Manitoba. Join a rapidly growing company anchored by strong leadership and a commercial sales team with deep experience in the Western Canadian market. As the Area Business Manager focused on Northeast Saskatchewan, generate new business while working with current partners already benefiting from our client's proprietary seed technologies.

Area Business Manager - Seed Northeast Saskatchewan

Reporting to the Director of Sales, you will:

- Build the Canadian business in your region as you sell this new seed product to customers and foster relationships with relevant industry contacts
- Work closely with the Agronomy and Marketing teams to address product inquiries, solve customer problems, provide feedback and communicate opportunities within the region
- Collaborate with industry partners to ensure customers have production system knowledge and tools necessary for a successful growing season
- Be involved in developing performance targets and determining the strategic direction for the region and Western Canada
- Identify and anticipate market opportunities and communicate findings to support future business decisions by completing market and trend analysis

Your background includes:

- 5+ years of experience in a combination of agricultural sales and technical positions
- Deep knowledge of the seed industry in Western Canada. Familiarity with the supporting AgChem products a definite asset
- A Bachelor's Degree in Agriculture, Marketing or related field
- Clear and concise interpersonal and communication skills
- Strong business and financial acumen, with experience developing budgets and sales forecasts
- Established grower and retail relationships within the region
- Experience performing cold and warm calls with an ability to close the business

This position will operate out of a home-based office with travel throughout Eastern Saskatchewan. Our client is a strong proponent of professional development and will provide opportunities for advancement to dedicated employees as the business grows.

To learn more about this position and our client, contact Emily Gordon at eg@litherlandco.com or by phone at 416-868-4888 Ext. 6 quoting "Area Business Manager - Seed #180912"

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Placing Leaders in Canadian Agriculture