

As one of the top Canadian IP seed companies, our client's proprietary seed genetics have earned international recognition and are a desired export commodity for lucrative international markets. Operating across Québec, you will manage sales across the existing dealer network, while also focusing on territory growth and profitability.

## Sales & Contracting Rep (Bilingual)

Southwestern Québec

Reporting to the Regional Sales Manager, you will:

- Grow existing dealer network, follow-up on leads for new business opportunities and proactively conduct customer prospecting activities
- Promote, sell and contract the conventional and IP seed portfolio to achieve sales targets in the defined territory
- Negotiate contracts with distribution network while ensuring sales targets are met
- Gather market intelligence to provide input for product positioning and business development opportunities across Southwestern Québec
- Provide customer service, technical support and crop scouting for dealers and growers
- Grow brand recognition and answer inquiries as you represent the company at public engagements including farm shows and crop tours

Your background includes:

- A Diploma or Degree in Agriculture, (Agri)Business or related field preferred. Willing to consider a combination of work experience and continued professional development classes
- 3+ years' experience building and maintaining business relationships within the agriculture industry
- Knowledge of crop production and processing in Québec
- A self-starter attitude with the drive and motivation to create your own success and grow within a position
- Strong business acumen, relationship building and networking abilities
- Proven sales and account management success with the ability to "close the deal"

Travel within defined territory will be required. Company vehicle provided.

To learn more about this position and our client, contact Emily Gordon at [eg@litherlandco.com](mailto:eg@litherlandco.com) or by phone at 416-868-4888 Ext. 4 quoting "Sales & Contracting Rep Québec"

LITHERLAND  COMPANY

Placing Leaders in Canadian Agriculture