

**Our client** is a global leader in agriculture, with their products marketed worldwide. Currently, they are seeking a manager, responsible for representing them in Alberta, who can identify and develop all marketplace opportunities to maximize sales and profitability to serve as their:

## District Manager - Alberta, Canada

The primary focus of this position will be to:

- Understand, implement and execute all aspects of the sales and marketing plans initiatives, including multi-brand strategy so as to achieve targeted objectives for products and services within defined target markets.
- Maintain and further develop the existing customer base and related files, focusing on identifying and satisfying customer needs as well as developing new customer accounts.
- Attend trade shows and respond quickly to customer product inquiries.
- Establish and maintain in-depth knowledge and files of the businesses of customers, competitors and their products.
- Report to and keep apprised daily the Director of Sales for Canada, any identified trends or specific product needs in the Canadian marketplace; prepare product needs forecasts as directed as well as a formal monthly report.
- Manage the territory's budgeted expenses and keep account receivables current.

Ideally you will possess a Bachelor's degree in Agronomy, Horticulture, Agriculture Business or related field and 3-5 years experience as an outside sales representative with demonstrable district management. Previous work experience in the Ag Chem Industry, Seed Industry, Turf and Ornamental and/or Biological seed treatments is preferred.

Candidates must reside in the territory and have competent computer skills, excellent communication skills, detail orientation, good diplomacy and public relation skills. Some heavy lifting may be required (up to 50 lbs) and a valid drivers license with flexibility to travel 60-70% of the time is essential.

Our client offers a competitive pay and benefits package and an opportunity to be a part of a growing company.

To explore this opportunity, please provide your resume to Lori Litherland via email to **LL@litherlandco.com**, quoting **File # 100216**. We thank you for your interest and will contact you if an interview is indicated. All applicants must have Canadian legal work status.

**LITHERLAND & COMPANY**  
**SEARCH MANAGEMENT**  
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