

Our client is a leading crop protection firm serving the agricultural and non-crop products markets in North America. It is dedicated to quality, affordable food, helping crops to be the ultimate renewable resource. A small office supported by a large corporation, they are currently seeking a professional to join their team in **Guelph, Ontario** as a :

Sales Representative

With a goal of building the business in Canada, you will establish sound business relationships by consistently delivering professional, quality service. You are adept at identifying problems and opportunities and using effective approaches for developing appropriate solutions.

Quickly gaining an understanding of the company's products, logistics, customers, ordering patterns and volumes, you will assess product orders and shipments and participate in demand planning and forecasting. You will then communicate, support and manage company sales and marketing programs to the existing and potential customer base.

Complementing your degree in Agriculture, Business or Science (and ideally an **MBA**), your background is in agricultural or related business sales, or marketing, which may include crop protection practices, advertising and marketing. Your experience has been acquired through 1-9 years in a role(s) where you have demonstrated your initiative and ability to reach set objectives.

Your strengths include planning, presentation, selling, persuasion and negotiation skills. Successful candidates will have excellent written and verbal communication skills, spreadsheet and word processing. Additionally, you should have or be able to obtain your CCA (Certified Crop Advisor) or P.Ag (Professional Agrologist) designation and must have a valid drivers license and clean driving record.

This position is located in **Guelph, Ontario**. Significant opportunity for advancement exists if willing to relocate to Coastal USA. To further explore this opportunity, please forward your resume and a brief covering letter to Lori Litherland at LL@litherlandco.com quoting **File 100513**. We thank you for your interest and will contact you if an interview is indicated. All applicants must have Canadian legal work status.



416-868-4888 ~ www.litherlandco.com