

Agriculture. Share your passion for this industry and its potential as you invigorate your team to grow market share. Our client is an established world leader in agribusiness. With new products to introduce alongside strong existing brands, this respected innovator will benefit from a full pipeline for years to come.

Ontario Regional Sales Manager

A proven leader, you will provide vision, guidance and coaching to your sales team as together you will be responsible for implementing the sales and marketing strategies of our client's branded products in southwestern and central Ontario.

You will build and manage existing account relationships and identify new prospects by providing a high level of customer service and technical competence within your sales team.

Committed to personal growth, you are willing to continue to develop professionally by remaining current with new technologies, management innovations and sales management techniques.

The successful candidate will:

- Have the ability to recruit, teach and motivate a successful field sales team;
- Develop and maintain a thorough knowledge of our client's products and services and keep informed of competitive products, practices and strategies.
- Have the ability to set goals, but flexible enough to evaluate and adjust your activities and strategies as necessary to ensure success.
- Have completed a Bachelors degree as well as further knowledge or training in a specialized, technical or professional discipline such as Agronomy, Plant Science, Marketing, agri-business, Business Administration, or related field.
- Possess 5-10 years of Ag marketing or sales experience and have prior experience coaching and developing sales teams

This position offers a competitive compensation package including salary, bonus, vehicle, and benefits. **To explore, please contact Lori Litherland at 416-868-4888 or send your resume to LL@litherlandco.com, quoting File # 90327.** We thank you for your interest and will contact you if an interview is indicated. All applicants must have Canadian legal work status and a valid drivers license.

LITHERLAND  COMPANY

www.litherlandco.com ~ Phone: 416-868-4888

LITHERLAND & COMPANY is a Canadian-based search management firm specializing in the placement of executives, board members, managers and skilled specialized professionals. We serve companies and associations within the agri-business, food and bioproduct sectors.