

Our client is a leading provider of sustainable crop protection and biological solutions serving the agriculture sector across Canada. They are committed to helping farmers enhance productivity and sustainability through innovative products and agronomic solutions. As part of their ongoing growth, they seek a Territory Sales Manager to manage sales activities and customer relationships within the Regina area of Saskatchewan. This role will drive sales, support channel partners, and deliver value to growers while working within a well-established and supportive team. If you are passionate about agriculture, relationship-building, and delivering solutions to help farmers succeed, this opportunity could be a great fit.

Territory Sales Manager

Regina, Saskatchewan

Reporting to the Regional Sales Manager, you will:

- Manage customer accounts within the territory, establishing and maintaining regular contact with distributors, retailers, agricultural consultants, and key growers.
- Develop and implement product support and marketing programs tailored to southern Saskatchewan.
- Deliver on sales and profit objectives by applying strategic sales tactics aligned with the company's business goals.
- Prepare annual and semi-annual forecasts, maintain an annual business plan, and monitor product flow within the territory.
- Investigate and resolve customer issues while maintaining strong, solution-oriented relationships.
- Monitor and adhere to budgets related to sales targets, promotions, travel and expenses.
- Create and deliver effective internal and external sales presentations, including preparation of materials, handouts, and visuals.
- Collaborate with internal teams to align marketing, product and promotional programs with business plans for the territory.

Your background includes:

- A post-secondary degree, preferably in Agriculture, Agronomy, Business, or a related field.
- 5+ years of sales experience, preferably in the agricultural chemical, biological, or related agri-business sectors.
- Experience working directly with distributors, retailers, agricultural consultants, and growers.
- Strong knowledge of crop protection and/or biological products is an asset.
- A results-driven approach with strong communication and relationship-building skills.
- A valid driver's license and the ability to travel within Saskatchewan and Western Canada.

This is a work from home opportunity with significant (50-60%) in southern Saskatchewan and elsewhere in Canada. The position offers a competitive salary, benefits, vehicle, and professional development opportunities.

LITHERLAND & CO

To learn more about this position and our client, contact Brook Coatsworth at bmc@litherlandco.com or by phone at 416-868-4888 Ext. 5 quoting "LC241010 – Territory Sales Manager"

Litherland & Co. is dedicated to fair and equal opportunities for all applicants. Candidates are selected upon the highest level of equity, diversity, and inclusion across the organization and throughout its hiring process. If you are selected for an interview and require accommodations, arrangements will be made for your convenience throughout the recruitment.