

Our client a leading, fully integrated, and independent Canadian soybean company. Proprietary genetics of their value-add food grade soybean varieties are developed locally, grown across the country, and exported globally to progressive food manufacturers. Operating in Western Ontario, The Sales and Contracting Representative will manage the growth and development of grower accounts by securing contracts, selling seed, and supporting the farm gate. Maintain an optimal balance between servicing existing growers and cultivating new opportunities with prospective producers in the region by facilitating high value and profitable production system.

Sales and Contracting Representative

Western Ontario (Remote)

Reporting to the General Manager, you will:

- Facilitate seed sales and contracting acres with growers in Western Ontario to meet the annual regional objectives by promoting the profitable opportunity of closed-loop, food-grade soybean production.
- Maintain a clear focus on direct to farmer sales while working with the sales and marketing team, and distribution partners, as the primary contact for all customer related support, opportunities, and challenges in the region.
- Develop and execute a territory level sales plans that aligns with the company's long-term objectives for food grade seed by building relationships with all current, prospective, and lapsed growers in the region.
- Complete accurate and timely sales administration, including traceability requirements, production contracts, field maps, crop reports, and grower records, using a proprietary sales and inventory management system.
- Provide input on grower pricing, programming, and resources on an on-going basis, and act to continuously improve current sales processes, systems, and customer experiences to further develop grower relationships.
- Represent and grow brand awareness at industry events, including conferences, soil and crop meetings, retail level grower events, dealer kickoffs, crop tours, and product training.
- Take responsibility for crop reporting, field visits, and other activities required to support the company's management, finance, and export sales team who are focused on end use customers.
- Gather market intelligence and customer feedback to provide input for product positioning, business development opportunities, and strategic planning collaborations with colleagues in Ontario and Western Canada.

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.
- Knowledge of Ontario crop production systems and processing with a focus on soybeans.
- A self-starter attitude with the drive and motivation to create your own success.
- Strong business acumen, communication skills, relationship building and networking abilities.
- Proven sales and account management success with the ability to close deals.
- Detail oriented approach to work paired with the ability to manage multiple priorities and meet deadlines.
- Proficiency with computer programs and technology (e.g., Microsoft Office and SAP)

This is a work from home opportunity with travel primarily within Ontario, and elsewhere in Canada as required. A company vehicle, laptop and cell phone are provided in addition to a competitive compensation package.

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 "Sales and Contracting Representative, Western Ontario - 240122"

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.