

Our Ontario based client is a Canadian owned Agribusiness operating across multiple producer focused divisions, including farm services, crop inputs and grain marketing. Territory Sales Representatives are self-driven and eager customer-focused professionals who enjoy working in a collaborative and creative sales environment. Complement and build on our client's existing business and sales team in Western Ontario by providing solutions, products, and services to face the evolving challenges of growing high yielding crops in the region.

Territory Sales Representative

Western Ontario

Reporting to the Sales Manager, you will:

- Build on the company's proprietary sales and origination program and establish business relationships with current and prospective grower clients in the region.
- Identify and lead new sales and business development opportunities with row crop farms in a defined region, including potential food grade soybean and edible bean production programs.
- Develop individual grower crop plans, providing innovative and agronomic solutions to maximize grower returns and strengthen customer relationships.
- Coordinate customer requests, sales results, budgets, and accounts receivable with operations staff to ensure client satisfaction, requirements are met, and accounts are paid on schedule.
- Conduct in-field scouting of weeds, insects, diseases and spray programs, and work with industry partners to run field-scale trials for new products.
- Research and communicate new farm management best practices, crop production systems, and product innovations to better serve a variety primary producers in Ontario.

Your background includes:

- A Post-secondary degree, or equivalent in Agriculture, Agri-Business or Plant Science or related experience.
- Agriculture experience, particularly in row crop production in a sales and/or agronomy role. A CCA is an asset.
- Ability to work in cross-functional teams across the retail business structure and adapt to grower behaviours, agriculture trends, and market factors impacting customers' profitability.
- Experience planning, presenting, and organizing internal company meetings and customer facing activities, such as plot demonstrations, product launches, and industry events.
- Excellent interpersonal, communication, organizational and problem-solving skills.
- Comprehensive understanding of Microsoft Office Suite of software.

This is a hybrid work from home and retail office role, with significant travel in Western Ontario. The position offers a competitive salary, 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 "LC250110 – Territory Sales Representative"

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.