

Our client is a leading crop input supplier servicing the row crop, fruit, and vegetable producer markets in Southwestern Ontario. They incorporate leading-edge innovations in agronomy and fertigation to generate greater net returns for producers while actively operating in a responsible and sustainable manner. Sales Agronomists are self-driven and eager customer focused professionals who enjoy working in collaborative and creative sales environment. Complement and build on our client's existing business in the region by providing solutions, products, and services to face the evolving challenges of growing high yielding crops in the region.

Sales Agronomist

Southwest Ontario

Reporting to the Sales Manager, you will:

- Build on the company's proprietary sales 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 and/or fruit and vegetable farms in a defined region.
- Develop individual grower crop plans, providing innovative and agronomic solutions to maximize grower returns and strengthen customer relationships.
- Coordinate customer requests, sales results, 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, leaf sampling, S.A.P. analysis, and spray programs, and work with industry partners to run field-scale trials for new products, seed, and fertigation.
- Research and communicate on new farm management best practices, crop production systems, and product innovations to better serve a variety row crop and/or horticulture producers and processors.

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 and/or fruit and vegetable 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 the profitability of customers.
- 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 within the region, and weekend work during busy seasons. 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 "LC230301 Sales Agronomist"

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.