

As one of the top fully integrated and independent Canadian soybean companies, our client's proprietary genetics are developed locally and have earned international recognition as a desired export product for growing international markets. Operating in Quebec, you will manage the growth and development of a grower business by securing contracts as you present the benefits and profitability of a robust and flexible production system utilizing proprietary Canadian genetics.

Sales and Contracting Representative (Bilingual) Quebec (Remote)

Reporting to the Regional Sales Manager, you will:

- Execute seed sales and contracting activities to meet the annual objectives directly with producers in Quebec
- Maintain a clear focus on direct to farmer sales while working with the Regional Sales Manager and distribution partners in a complimentary manner as the primary contact for customers
- Develop and execute a territory level sales plans in accordance with the company's long-term objectives for Food Grade, non-GMO and GMO seed with support from the Business Director and the Strategy Manager
- Complete accurate and timely sales administration, including production contracts, field maps, crop reports, and pre/post-harvest grower records, using 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 improve 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 and business development opportunities that are fact-based and focused on company objectives

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 Quebec crop production systems and processing with a focus on soybeans
- A self-starter attitude with the drive and motivation to create your own success and grow within a position
- Strong business acumen, relationship building and networking abilities
- Proven sales and account management success with the ability to "close the deal"
- Experience providing friendly and strategic customer service, complimented by clear and concise oral and written communication skills in French and English
- Strong business acumen, detail oriented and the ability to manage multiple priorities and meet deadlines
- Proficiency with computer programs and technology (specifically Microsoft Office and SAP)

This is a work from home opportunity with travel primarily within Quebec, and elsewhere in Canada as required. A company vehicle, laptop and cell phone are provided.

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, Quebec - 220106"