

Our client is a global agriculture technology solutions leader in proven chemistries, precision application systems, and sustainability solutions for plant and soil health. Focused on continuous growth and improvement of their products, people, and processes, they are expanding their team and portfolio in Canada. The Regional Key Account Manager is responsible for the management of key distributor, wholesale, and retail customer relationships in Eastern Canada. Drive product sales and customer service to achieve regional business strategies that align with company objectives for Canada in this new role.

Regional Key Account Manager

Ontario or Quebec (Remote)

Reporting to the Canadian Commercial Sales Manager, you will:

- Manage the company's key customer accounts in Eastern Canada and maintain regular contact to obtain product performance feedback and develop markets segments by brand.
- Develop annual sales forecasts, expense budgets, customer plans and drive the execution of business strategies while providing monthly customer, product and market reports.
- Work with key accounts, retailers, consultants, growers and other regional influencers to accomplish market objectives for current products and new product launches.
- Provide sales, technical and stewardship training and assistance to retailers, custom applicators, farmers, or appropriate channel partners in the proper use of products.
- Work closely with the sales and product managers to develop marketing programs, regional business plans approval, product line extensions and new product opportunities, and maximize organic sales growth.
- Develop annual territory business objectives that target profitable key account, budgeted sales volumes by brand, and support the global and national strategies.
- Create and deliver internal and external sales presentations related to product and market development opportunities and attend industry events to promote the brand.

Your background includes:

- A BA, BSC or College degree required in Agriculture, Agribusiness or Plant Science.
- A background in the Crop inputs sector is required, preferable agriculture chemicals with knowledge of Canadian agricultural production is desired. CCA is an asset.
- Strong interpersonal and communication skills, both verbal and written.

- An organized and focused approach to customer service, negotiation, and sales skills with the ability to influence purchase decisions.
- Excellent planning, effective organization and comfortable with risk.
- Strong business acumen with a track record of taking accountability for personal and business development with high integrity and confidentiality.
- Responsible, driven and team focused with a passion to achieve overall results.
- A track record of taking initiative, building consensus and responding to situations.
- Ability to get others to adopt an action by using data, facts, logic and credible personal presence for regional effectiveness.
- Experience using Microsoft Office Suite and sales reporting tools (e.g. Ag Data).

This role will include travel within Eastern Canada, primarily Ontario and Quebec, with some travel to the Maritimes and the United States, to meet business demands and attend industry events.

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 **“Regional Key Account Manager - 221026”**

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.