

Our client is a growing and progressive Agri-business that provides innovative products and services to their clients across Southwestern Ontario through three main business divisions: Seed Production, Precision Agriculture and Grain Systems. As the Precision Ag Specialist, you will primarily be responsible for the sales and technical support for Precision Ag based products and services in southern Ontario. Create an exceptional customer experience and build long lasting client relationships with primary producers across the region by providing solution-based recommendations. Bring your passion for farm, soil and crop sustainability to this collaborative team committed to precision agriculture technologies.

Precision Ag Specialist

Southern Ontario

Reporting to the Sales Manager, you will:

- Consult and provide value added recommendations on precision agriculture technologies to both new and existing clients, while achieving sales goals as a trusted advisor to primary producers.
- Take initiative to proactively pursue and seek out opportunities with existing and new clients.
- Prepare quotes, contracts, invoices, and other related business or administrative documentation in a timely and accurate manner, and assist customers with new equipment startups, health checks and troubleshooting.
- Provide in-field support and coaching to existing clients during planting and other peak agriculture periods, and when necessary, assist the assembly and installation of equipment on service calls.
- Participate in required product training programs, demonstrations and maintain a current knowledge of all products and services by attending all promotional, client and industry events.
- Stay up to date workplace changes, industry trends and new precision agriculture technologies to facilitate proper business flow and provide input on potential opportunities for the business.
- Promote and support the company's other business divisions as an ambassador when visiting clients, attending trade shows and other industry events.

Your background includes:

- A college or university degree in Agriculture, Agribusiness or a related field is an asset.
- 2 + years of sales or other agriculture related experience preferred.
- Solid understanding of agronomic principles and farm equipment operation, service and repairs is an asset.
- Experience with precision technology, equipment, machinery, and software knowledge is an asset.
- Ability to manage priorities, stay organized and execute tasks efficiently under pressure while exercising good judgment and critical thinking to ensure daily work requirements are met.
- Clear and effective written and verbal communication skills to articulate and break down complex agronomic and equipment issues to share internal teams, partners, and primary producer clients.
- Demonstrated active listening to client concerns and problem-solving skills to offer practical solutions.
- A calm, positive, trustworthy, collaborative, and supportive approach with all clients.
- Proficiency with computer usage and applicable industry software programs.
- A valid Ontario Class G driver's license and a clean drivers abstract.

This role required scheduling flexibility and extended hours during peak agriculture periods. Travel is required throughout the region as well as working in outdoor and physically demanding work environments.

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 "LC220906 Precision Ag Specialist"

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.