



## CAVAN AGRI SERVICES LTD

### **CAREER OPPORTUNITY: SALES AGRONOMIST**

**Cavan Agri Services Ltd is a Crop Inputs retail in Cavan, Ontario. A fast-growing business that is looking at expanding the sales team to meet the growing needs of their customers in the Cavan and surrounding area.**

**SCOPE:** We are seeking a highly-motivated individual who can provide agronomic product support and sales advice to their customers.

Successful implementation of this role will result in rapid product innovation adoption and enhanced product/service offerings, which will deliver competitive advantage and ongoing market-share growth across product line categories.

### **RESPONSIBILITIES:**

1. Provide agronomic advice to key customers in the Cavan network that allows them to maximize their yields and profits. This position will sell the products and services that makes agronomic sense to maximize the growers profitabiliy
2. Work with the sales team and management in providing accurate forecasts by customer. This will help the team in forecasting supplies to meet the needs of their customers.
3. With the General manager, this position will work with suppliers and their technical staff, to identify new products and services that help to differentiate the Cavan business;
4. Work with suppliers to properly position and plan out strategic paths;
5. Work with operations team to provide smooth logistical movement of product and services to meet the timely needs of the customer:
6. Remain informed regarding technical developments, marketing trends and competitor strategies via networking, personal development and training;

### **EDUCATION AND EXPERIENCE:**

- Post-secondary certificate, diploma or degree in Agriculture Sciences, Agronomy or related field.
- Certified Crop Advisor (CCA).
- Pesticide Vendor's Permit (optional).
- Will have minimum 5 years work experience in the agricultural industry.
- Advanced knowledge of Microsoft Office, Excel, and Word.
- Exceptional written and oral communication skills.
- Exceptional interpersonal skills, with a focus on rapport-building, listening and questioning skills.
- Strong documentation skills.

The successful candidate must have a valid Ontario G license. A company vehicle will be provided, as the job will involve travel to our customers' locations in the trading area. The ideal

candidate will have exceptional customer service skills and be able to work independently and as part of a team environment.

**To Apply:**

Submit letter of application and resume to: Dennis Drinkwalter, General Manager, Cavan Agri Services Ltd, 1377 County Rd 10, Cavan ON L0A 1C0 or by email to [ddrinkwalter@nexicom.net](mailto:ddrinkwalter@nexicom.net).

We thank all those who apply in advance but will only contact those selected for an interview.