



Axter Agrosience Inc. is a leading Canadian manufacturer of crop bio-stimulants and micronutrients. Our mission is to provide the agricultural market with new ways to increase crop yield and quality. Our driving force is through a strong R&D program that provides growers post emergent herbicide synergistic yield enhancing treatments.

**Position Title:** Territory Sales Representative

**Geographic Area:** Eastern Canada

**Description:** Maximize the market share and sales potential of the Axter Biostimulants and Oligo line in the territory. Concentrating efforts to enhance and improve relationships with the dealer sales reps and direct customers to increase demand in the horticultural market. Create goals by individual dealers to increase brand penetration that corresponds to the overall company business plans. Track and report competitive activities, trends, trials required for R&D to be incorporated in future business plans. Support product training at the local sales rep level and also through trade shows and dealer plot days etc.

**Qualifications:**

- Degree in Plant Science, Weed Science or Agronomy
- 5+ years sales experience working in the agricultural crop input industry, ideally in the horticultural sector
- Strong communication, interpersonal, and presentation skills
- A self-starter able to work independently from home with little direct supervision
- Full working knowledge of horticultural crops agronomy
- Experience in row crops would be an asset
- Certified Crop Advisor designation would be an asset
- Being bilingual (French, English both oral and written) would be an asset
- Willingness to travel
- Basic computer skills (Knowledge of Microsoft Office Suite programs, Microsoft Outlook)

Please send résumé to the attention of Pierre Migner at the following address: [pierre.migner@axter.ca](mailto:pierre.migner@axter.ca)