

FS PARTNERS is a retail division of GROWMARK, Inc. We are an agribusiness that specializes in agronomy, energy, and grain marketing. We are driven to deliver innovative solutions to help improve the profitability of our customers and farmer owners.

Do you enjoy working with farmers in a fast-paced environment to find the best ag solutions for their operation, while providing excellent customer service?

FS PARTNERS is currently hiring a **full-time, permanent Sales and Service Representative** for agronomy in the Perth County area, at our Mitchell location.

**Overview:**

Effectively present, promote, and sell FS PARTNERS products and services to existing and prospective grower customers

**Job Responsibilities:**

Develops and implements clear and effective written marketing and sales plans

Seek and cultivate new client relationships to generate business growth and market share through farm visits

Maintains regular contact with customers to ensure an important level of customer satisfaction

Complete sales planning and reporting as assigned by the branch manager

Provide timely, accurate, competitive pricing on quotes for approval by the branch manager, while striving to maintain maximum profit margin

Actively participate in continuous learning opportunities for sales, seed, fertilizer, and crop protection

Achieve agreed upon sales targets in coordination with the branch budget

**Key Personal Attributes required:**

Demonstrate business acumen

Manage change, mediate, and resolve conflict

Superior negotiation and problem-solving skills

Represent yourself in a professional manner while working in a team related environment

**Education, Experience, and/or Training Requirements:**

2+ years in a Sales Related Position

2+ years in Agriculture or related industry

University degree or College Diploma in agriculture, related field, or equivalent experience

Proficiency in all Office Software, particularly Excel

**Benefits:**

Competitive salary, a benefits package, and profit-sharing

Internal and external job training

Qualified applicants are encouraged to contact **Larry Hale**, Branch Manager with a resume by email to: [lhale@growmark.com](mailto:lhale@growmark.com) or in person at **FS PARTNERS, a division of GROWMARK Inc., 3956 Road 160, Mitchell, Ontario N0K 1N0.**