

Forage , Cover Crop & Turf Salesperson – SW Ontario

Location: Harriston, ON

Company: Speare Seeds

Industry Sector: Agribusiness

Industry Type: General

Career Type: Sales

Job Type: Full Time

Work Location: In person

Minimum Years Experience Required: Previous experience would be an asset but not necessary

Salary: To be determined based on experience.

With over 50 years of experience, Speare Seeds is a leader in forage, turf and cover crop seeds in Eastern Canada. Always striving for excellence in customer service, we pride ourselves with a loyal dealer network that has provided us with continued growth.

Currently seeking highly motivated sales personnel to promote our forage and cover crop products within SW Ontario.

As a Sales Representative, you lead all aspects of the business relationship with our dealers and are accountable for generating revenue for our forage division including cover crops. You are a professional sales specialist who understands the value of the products and services that Speare Seeds provides to our customers and can communicate that to them.

Key Responsibilities include:

- Developing and working closely with dealers to facilitate sales to the end user
- Managing long term business relationships with forage, cover crop and turf customers
- Providing technical support and advice on forage and turf products
- Helping to manage and grow our portfolio of products
- Providing training / product presentations to promote awareness of our products
- Representing the company at trade shows
- Identifying opportunities for forage and turf customers to help them succeed in their sales of products
- Managing accounts to benefit of customer and Speare Seeds
- Under the guidance of the Sales and Marketing Manager, develop, update, and communicate customer based sales plans
- Actively participate in team sales meetings; contribute innovative ideas for the group's benefit; look for new opportunities in the marketplace; and participate in developing the forecast for program offerings.
- Support administration and operations staff from time to time to ensure that Speare Seeds provides superior customer service
- Work with out of province dealers in the Maritimes via email, phone and site visits bi-annually

Qualifications:

- Post-secondary education or training in Business, Sales or Agriculture (preferred but not necessary); Previous sales experience is an asset
- Practical experience and in-depth knowledge of grassland and farm approaches

- Excellent verbal and written communication skills, including presentation skills
- Proven time management, organizational and leadership skills
- Flexibility to work independently or as part of a team
- Proficient computer skills in all Office 365 programs and tools
- Positive attitude and willingness to accept responsibility
- Self-motivated and willing to take on a challenge
- Strong problem solving and decision-making skills
- Valid drivers' licence and the ability to travel

75% External Sales. Extensive travel required.

We thank all applicants for their interest; however only those candidates selected for an interview will be contacted. Please submit your cover letter with resume to info@spearseeds.ca or in person at our office.