



UPL NA - POSITION DESCRIPTION

Job Title: Territory Sales Manager–Southwest ON
Reports To: Regional Sales Lead

FLSA Status: Exempt

ABOUT UPL: UPL (NSE: UPL & BSE: 512070, LSE: UPLL) is focused on emerging as a premier global provider of total crop solutions designed to secure the world's long-term food supply. Winning farmers hearts across the globe, while leading the way with innovative products and services that make agriculture sustainable, UPL is the fastest growing company in the industry. Our successes in the field add up to powerful financials. UPL delivers results from protecting crops that translate into attractive investor value. Based on the recognition that humankind is one community, UPL's overarching commitment is to improve areas of its presence, workplace and customer engagement. please visit upl-ltd.com and follow us on [LinkedIn](#), [Twitter](#), [Instagram](#) and [Facebook](#).

Our purpose is 'OpenAg'. An agriculture network that feeds sustainable growth for all. **No limits, no borders.**

(EOE) EQUAL OPPORTUNITY EMPLOYER STATEMENT: UPL provides equal employment opportunities (EEO) to all employees and applicants irrespective of their race, colour, religion, gender, marital status, sexual orientation, gender identity or expression, national origin, age, genetic information, disability, or veteran status. In addition to federal law requirements, in every location in which the company has facilities, UPL complies with applicable state and local laws governing non-discrimination in employment. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training. UPL also reinforces EEO through its Corporate Business Principles and Code of Business Conduct.

JOB SUMMARY: Manage the necessary sales activities involving external customers within the Southwest Ontario geographic area. Apply strategic sales tactics to achieve budgeted sales and profit objectives in alignment with company objectives.

ESSENTIAL DUTIES/RESPONSIBILITIES:

50% Manage territory customer accounts; establish and maintain regular contact with customers and key influencers to obtain product performance feedback. Develop and implement product/distributor/dealer support programs for territory. Communicate with internal and external customers (distributors, retailers, agricultural consultants, and key growers) to accomplish territory objectives for current products.

20% Develop annual and semiannual forecasts, retaining & communicating significant customer interactions/information, and maintain annual business plan for the territory. Monitor product flow and forecasts, investigate and resolve complaints.

10% Assist in identifying strategies and tactics to accomplish sales and profit objectives.

10% Responsible for monitoring and adhering to company guidelines for producing individual sales targets, expenses, promotion, travel, and entertainment budgets.

10% Create and deliver internal and external sales presentations; prepare presentation materials, including handouts and graphics. Work closely with immediate supervisor or product management to identify suitable marketing/promotional programs, obtaining buy-in and approval on territory business plans.

REQUIRED EDUCATION AND EXPERIENCE: College degree required with a preferred focus in Agro-Science or Business in addition to a minimum of 5 years' sales experience with territory responsibilities. Working history in the agricultural chemical or related agriculture industry preferred, knowledge of biological products a plus. Must live within the territory which includes the Southwest area of Ontario. Previous experience working with distributors, retailers, agricultural consultants, and key growers to accomplish territory objectives a plus. Valid Driver's License required.

UPL COMPETENCIES:

Adaptability & Resilience: Recognizes and is open to changing circumstances and alters behavior and scales up as necessary; increases personal awareness and appreciation of individual and cultural differences to create an open, inclusive, and accepting workplace.

Entrepreneurial Mindset: Has a creative mindset and ability to think holistically, takes calculated risks and maximizes opportunities.

Results Orientations: Takes action, pursues goals with persistence and achieves results; communicates goals and vision to the team to drive enthusiasm and ambition.

Execution Excellence: Enhances the speed of execution and builds efficiency in processes, systems and people; has sharp focus on quality-orientation.

Strategic Orientation: Demonstrates knowledge of the social, economic, and environmental factors and how they impact the business. Identifies key issues that could impact the business and develops strategy through an analytical lens / design thinking.

Building Teams and Talent: Empowers colleagues through knowledge sharing and delegation, quickly establishing rapport; provides recognition for achievements and accomplishments.

Customer Centricity: Understands the customer needs and pain points, fulfills the needs and expectations by focusing on creating value for customers.

Please feel free to apply directly or reach out to Victoria Rider, Talent Acquisition Business Partner, NA at victoria.rider@upl-ltd.com or 610-716-8141.

SUPERVISORY RESPONSIBILITIES:

- Number of direct reports – 0
- Number of indirect reports – 0

TRAVEL: Approximately 60%-70% of time on the job. Limited overnight.