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## **Sales - Agronomy Products and Services Elmvale, Alliston, or Delhi Ontario**

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Help fulfil our noble cause to **feed and fuel the world**.

**CENTRAL ONTARIO FS**, a division of GROWMARK, Inc., is a great company to work for, large enough to offer solid career opportunities and great benefits, but with a friendly, personal feel.

We offer independence, flexibility, a stable base salary with unlimited potential to earn more, generous benefits, retirement, and time off policies, and a family environment.

At CENTRAL ONTARIO FS, we specialize in agronomy, energy products and grain marketing. We are driven to deliver innovative solutions to help improve the profitability of our customers and farmer owners.

### **WHAT YOU'LL BE DOING**

If you are passionate about sales and helping our growers achieve their maximum potential, then we can't wait to talk to you! We are looking for a **Crop Specialist** to sell and market agronomy products and services to new and existing customers. You would sell crop inputs such as fertilizer, crop protection, seed products, as well as technical services and FS Agri-finance to achieve maximum sales profitability and growth within an assigned territory.

In this role, you will:

- Develop and implement marketing plans and sales strategies that generate profitable sales to existing and prospective customers.
- Provide leadership in supporting Central Ontario FS preferred crop protection, seed and fertilizer, supplier's brands and programs.
- Support and introduce precision ag services, which include crop scouting, soil sampling, variable rate seed and fertilizer prescriptions, yield data and imagery portions of the program.
- Utilize the MiField platform to enhance the producer experience with Precision Ag.
- Utilize target marketing and professional sales techniques to meet sales goals.
- Ensure the credit worthiness of customers and promote the company's credit programs as marketing tools.
- Maintain regular contact with customers.

- Keep accurate area records and reports.
- Stay current in your knowledge of product applications, technical services, market conditions, competitive activities, advertising, and promotional trends.

### **WHAT YOU BRING TO THE TABLE**

- Degree or work experience in agriculture.
- Strong communication skills (including listening skills).
- Ability to assess production challenges and determine solutions.
- Prior sales or management experience.
- Outstanding written and verbal communication skills.
- A knack for relationship building and problem-solving.
- A driver's license and a clean driving record.

### **WHAT WE BRING TO THE TABLE**

- We value **relationships** and people first and foremost.
- We are a company that **gives back** to the community.
- We emphasize **sustainability** practices and stewardship of our resources.
- We provide access to in-house **training** and **leadership development** opportunities.
- We ensure that employee **health** and **wellness** matters to us!
- We offer a robust benefits package including, **Company-paid health and dental** premiums, **an RRSP** matching program and generous **Paid Time Off** (*full-time positions only*).

### **WHAT YOU DIDN'T KNOW ABOUT US**

- Central Ontario FS is a retail division of GROWMARK, INC. serves local producers across Central and Southern Ontario. We provide leading-edge agronomic products & solutions, including precision ag services delivered by a skilled team of professionals.
- Our average full-time tenure is 12 years, with 20% of our full-timers having more than 25 years of service.

We are an equal opportunity employer. Accommodations are available upon request for candidates taking part in all aspects of the recruitment process. Employment may be contingent upon receipt of an acceptable and job-related background check, motor vehicle report, and/or reference check, as applicable and permissible by law.

**Apply here:** [Careers](#)