

Position: Technical Support and Sales Professional

Andermatt Canada Inc., is a member of the Andermatt Group of companies based in Switzerland. Family and employee owned, Andermatt has been developing biological solutions in agriculture for over 3 decades, rising to become recognized as a global leader in the biological segment. Andermatt Canada Inc., as a member of the Andermatt Group, is a leading production site for baculovirus products for the agricultural and forestry markets. Andermatt Canada Inc., has begun marketing their agricultural products in Canada and is actively constructing a portfolio of biological, monitoring and natural products to assist Canadian growers.

As a new entrant into the Canadian market space, Andermatt Canada Inc., is developing distribution, introducing and training on new technologies and teaching growers on the best practices for integration of these products into preexisting programs. Our business is growing and we require a unique blend of sales and market development in a tenacious individual. The correct candidate will be responsible for developing a sales strategy for their geography and implement the strategy directly. Their customers will range from growers within the different crop segments to the retail serving those growers. They will take the Andermatt Technical knowledge of biologicals to the key influencers, building a base for continuing growth.

Responsibilities:

- Oversee an area consisting of Eastern Ontario, Quebec and the Maritimes
- Develop and implement a strategy for growth in the market
- Conduct regular and cold visits to growers, retails and influencers
- Establish and maintain relationships with key partners in the agricultural production area
- Work effectively and efficiently as a critical team member to help achieve company goals
- Maintain regular contact with management to inform of news and developments in the market region
- Assist in Digital Marketing

Requirements:

- Solid understanding of and passion to work in agriculture with a desire to learn
- Strong effective and planning skills
- Ability to travel with overnight stays
- Knowledge of computer science and MS Office
- Driver's license
- Post Secondary Education in Agriculture or Environmental Sciences

Nice to Have:

- A level of bilingualism to work in Quebec or the commitment to learn a second language
- Familiarity with the different market segments in agriculture; row crop, horticulture, vineyard, greenhouse

The position provides computer, vehicle, cellular phone and will work from a home office. Health and pension plan are included (after probationary period) plus ability to buy company shares after a 1 year period.

Andermatt has evolved into a global company and has projected significant growth over the years ahead as the market for biologicals grows. Within Andermatt Canada, we are projecting similar growth. As we grow

there will be opportunities within the company for emerging roles and positions that the experience you will acquire in this role will prepare you for.

Salary: Negotiable

Please contact Andermatt Canada by sending a current CV and Cover Letter to colin.smith@andermattcanada.ca

Be sure to reference competition number: **ACA202101**

Position will remain open until a candidate is found.